

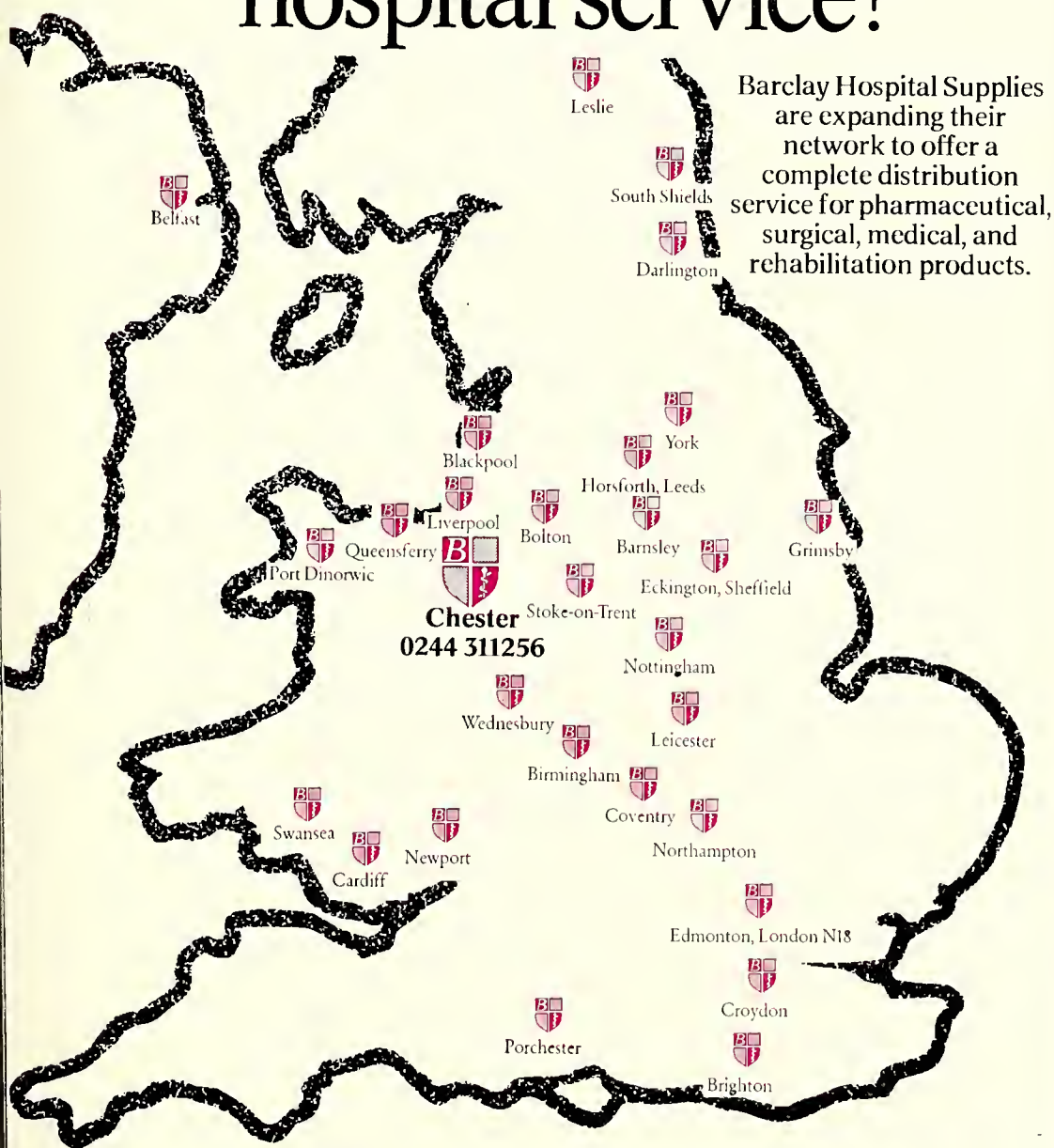
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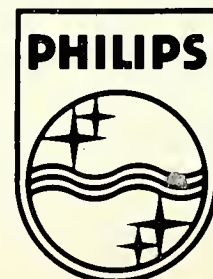
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Company Secretary's Review

A TOLLEY PUBLICATION

No 2 6 APRIL 1977

Maternity payments

1 As from 6 April 1977, an employee who is absent from work as a result of her pregnancy or confinement is entitled to receive maternity pay provided she satisfies the following statutory requirements.

2 The requirements are

[1] She must be employed by her employer up to at least the beginning of the eleventh week before the expected week of confinement or if she has been dismissed by that date, such dismissal must have been because, be reason of her pregnancy, the employer was legally obliged to dismiss her or she had become incapable of doing that work.

[2] By the beginning of that eleventh week, she must have been continuously employed by that employer for at least two years.

[3] She must inform her employer (in writing if requested) at least three weeks before her absence begins, or if that is not practical as soon as reasonably practical, that she will be (or is) absent from work wholly or partly because of her pregnancy or confinement.

[4] She must produce, if requested to do so by her employer, a medical certificate stating the expected week of confinement.

3 Maternity pay is payable in respect of a total period of six weeks during which the employee is off work because of her pregnancy or confinement. The earliest date that the employee can start receiving maternity pay is the eleventh week before the expected week of confinement. The payment periods are the first six weeks of absence after that date.

4 An employee will not be entitled to maternity pay if she fails to produce the information referred to in [3] and [4] above. However, once she has produced that information [even if it is after her absence has begun] she will be entitled to receive maternity pay backdated to the first day of her absence falling after the eleventh week before the confinement week.

5 The amount of maternity pay is 9/10ths of the employee's weekly pay. This is reduced by the amount of maternity allowance payable for that week whether or not that particular employee is entitled to receive that allowance. If the employer is already paying the employee in respect of that week, the amount of such payment shall go towards the maternity payment that is payable in respect of that week.

6 The employer is entitled to a rebate of the full maternity payment that he has made provided that the employee was entitled to such payment. A claim for a rebate can be made at any office of the Department of Employment that has been designated a Redundancy Payments Office. It must be made in writing within the period of six months beginning with the day on which the final payment has been made. The period may be extended if the Secretary of State sees fit to do so.

7 The claim must contain the following particulars. If the information is not known by the employer, that fact must be stated in the claim. The particulars are

[1] The employee's name and address.

[2] The employee's National Insurance number.

[3] The employee's income tax reference number.

[4] The date on which the employee began her current period of continuous employment and the place of her employment.

[5] The employee's expected date of confinement as notified to the employer.

[6] The date on which the maternity pay period began or where there is more than one such period, the date on which each period began.

[7] If the employee's employment ceased before the maternity pay period began, the reason for and the date of cessation.

[8] The amount of that employee's week's pay.

[9] The gross amount of maternity pay to which the employee is entitled.

Continued on page 15

Contents	
Maternity payments	page 9
Occupational pensions — time to decide	page 12
The BUDGET — summary	insert
— rates, etc.	page 14
Advance corp. tax	page 14
National insurance rates	page 15

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Chemist & Druggist

The newsweekly for pharmacy

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Contents

Comment □ A bombshell	711
Department to recover £11m from contractors	712
OFT warns on photo "MAP"	713
Problems of yellow cards highlighted on TV	714
Nominations for Scottish and Welsh Executives	714
The Xrayser Column: Evasion	717
Diagnosis and therapy: Arthritis	727
"Spoon for a kiss" pharmacist before Statutory Committee	730
Sheffield: 1977 BP Conference city	732
Smith & Nephew profits rise more than a quarter	734
Appointments 734	News in Brief 717
Coming Events 736	On TV Next Week 718
Company News 734	People 717
Deaths 717	Trade News 719
Market News 736	Westminster Report 736
New Products 718	Classified Advertisements 737

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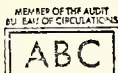
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Comment

A bombshell

Chemist contractors will receive with incredulity this week's news that, far from an improvement in their financial position, they are to be subjected to a "claw back" of £11m by the Department of Health in respect of NHS prescriptions dispensed since 1975 (p712).

For some time now, statisticians working for the Pharmaceutical Services Negotiating Committee have been calculating how much more money was due to contractors, both from inflationary cost increases and the various "more appropriate" methods of deriving figures for items such as premises costs. Decisions have been taken on moving towards a new contract in which the prime consideration is preservation of an adequate pharmaceutical service to the public, and as a start the essential small pharmacies scheme has taken money from some pharmacies to ensure the survival of others. And always at the back of contractors' minds in agreeing to the changes has been a prospect of reimbursement of costs catching up with inflation—and a hope of "new money" to recognise the extent of the existing service and to improve it. The Department's reaction to the latest PSNC claim will dash those hopes.

The letter the PSNC received from Sir Patrick Nairne, Permanent Secretary to the Department, is full of sweet words. The advantages the NHS derives from the wide network of dispensing outlets provided by contractors is recognised; the conscientious professional approach pharmacists bring to their work is valued; the Department is anxious to sustain the service "as well as it can"—and it is "naturally concerned about the risk of further pharmacy closures".

The PSNC's reaction to the latter point was: "Any comment would be superfluous." True, but since the Department has apparently noticed (!) the decline in the number of pharmacies, it might also have been expected to accept the obvious that there has been insufficient profit in retail pharmacy for a long time. Closures are indeed the proof of the profit pudding.

Sir Patrick's letter refers to "insulation" of contractors from the effects of general taxation—he might have added "or from the arbitrary cut-backs in Government expenditure" which one suspects must be weighing heavily in the decision. But that is not the point. The question is rather whether the pharmaceutical needs of the public are being met and are likely to be met if closures continue. If not, then it is ridiculous to force more closures instead of anticipating a political decision to save the service.

It is, unfortunately, a *political* decision, and politicians are inclined to listen to numbers (votes) rather than principles. Pharmacy closures only become a public issue after they have happened—as is shown by the media's lukewarm response this week to a full-scale PSNC Press conference to warn of the likely effect of the Department's attitude.

Pharmacy must present its case to those with more influence, such as consumer representatives (as is being done). But grass roots effort is also required, and the first step must be for all contractors to make an approach to their own MPs, as suggested by PSNC.

Department to recover £11m from contractors

Remuneration for chemist contractors is to be reduced retrospectively from 1975. A total of £11m is to be "clawed back" under the balance sheet system because pharmacists have reduced their average stockholding from 11 to seven weeks, and in consequence have released capital, according to the Department of Health.

Announcing the Department's decision at a Press conference this week, the chairman of the Pharmaceutical Services Negotiating Committee, Mr G. T. M. David, asked for co-operation from the media to alert the public and Members of Parliament that a reduction in remuneration would mean even more pharmacy closures. Mr A. J. Smith, chief executive PSNC, said the Department admitted the contractor's negative cash flow—requiring extra cash to replace stock that has increased in price. In 1974 profit per prescription was 4p (3.9 per cent) and in 1977, 4.8p (2.8 per cent) which in 1974 terms equalled 2.8p. Together with inflation, restricted loans and high interest rates, that meant drawing on savings to replace stock and reducing stockholding. If payments were reduced retrospectively from 1975—the year of the cost inquiry—it would result in a downward spiral with inconvenience to the public. More closures would result.

Net profit 'down 23 per cent'

In effect, the decision meant a reduction of 23 per cent in net profit, about 1.5p per prescription. Contractors would be particularly grieved, Mr Smith said, because they had provided £½m of their own money in subsidising the essential small pharmacies scheme. Their reward was not more money to complement it, but a reduction of £11m.

Mr Smith explained that a particular problem of the pharmacist was that he could not control his own stock because demand depended on the illness in fashion. "He cannot have a clearance sale if he becomes overstocked". A situation could be reached where the pharmacist would order stock after the prescription was presented and the patient would need to return to collect it.

Mr M. Brining, PSNC, financial executive, said the £11m would be recovered as £6m for 1975-76, £5m for 1977, and continued into 1978 and thereafter. The money would not actually be withdrawn, but would result in reduced profits per prescription.

According to accountants consulted by PSNC the minimum increase in prescription profits should be 26 per cent which would give a profit of 6.78p per prescription in 1975 and 7p in 1976. Instead the Department's decision would result in 4.17p for 1975 and 4.31p for 1976.

The Department says it will not agree to an increase in return on capital em-

ployed and moreover it intends to reduce the figure for capital employed on which the return is calculated. The Department claims that contractors are reimbursed fully for their costs.

Rejecting the PSNC claim for a remuneration increase in 1976, Sir Patrick Nairne, permanent secretary to the Department wrote: "It has never been part of our agreement that the return on capital should be sufficient to provide, year in year out, the additional working capital required to sustain the volume of business, let alone finance expansion. It would not be right for the Government in its dealing with its contractors to seek to insulate them from the effects of general taxation".

The Committee's answer is that it has not sought to insulate contractors from the effects of taxation in any attempt to indicate the seriousness of the cash flow position in which many contractors have found themselves since 1975. In order to remain viable a company must earn sufficient profits to allow for: Interest charges on borrowings; taxation on profits; maintenance of capital in real terms; provision of a return to its shareholders comparable to that obtained elsewhere.

Contractors are to be sent a letter explaining the decision and are urged to write to their MPs. Armed with sufficient public opinion the PSNC expects to meet the Secretary of State, Mr David Ennals, to ask for a change in the decision. Sanctions may be considered if there is no Government response.



Mr John Seath (right), managing director of Hampden Park Pharmacy, Eastbourne, being presented with first prize (£250-worth of travel anywhere in the world) in a competition to calculate the amount of shampoo in a huge display of products. The competition was organised by Johnson & Johnson Ltd and the presentation was by Mr Chris Kitching, product manager. Also pictured are Mr Ken Watts, local representative, and Mr Chris Bryan, sales trainer.

The Pharmaceutical Society's reaction was one of wholehearted support to the PSNC in its anxiety that present Government policy would lead to a breakdown of the pharmaceutical service. The service was vital in relieving the burden on doctors and provided enormous savings in the NHS budget, the spokesman said. A wages restraint policy that led to a cut in income in the present inflationary situation was totally unacceptable to any section of the community. No other profession or group would be prepared to accept that not only would there be no increase but an actual reduction in the net profit from the Government. Therefore, a major campaign will be launched on the public, the media and consumer organisations to persuade the Government to change its mind because if it did not the public would suffer major inconvenience. "The profession is united against this."

In a speech to be given at the Society's annual meeting on Wednesday after *C&D* went to press, Mr J. Bannerman, the president, summed up the situation "We hear a lot about special cases . . . pharmacy looks as if it is to be a special case in reverse—we are to get less."

Warning shotgun blast at sub-post office pharmacy

A "warning" blast from a shotgun was fired towards Mr L. W. Swift, MPS, outside his pharmacy and sub-post office in Kempe Road, Enfield, last week.

Masked raiders struck when Post Office drivers arrived to deliver a box containing more than £1,000 in cash, postal orders, etc—but they escaped with only £100 in cash and non-negotiable bonds worth £3,900. The drivers managed to set off their alarm and triggered an anti-theft device on the box.

Mr Swift told *C&D* that on hearing the alarm he rushed from the shop and saw the postman struggling with the raiders. "Then another man came round the corner with a shotgun—and that stopped me in my tracks." The man fired and the shot blew a hole in the window of the shop next door, but Mr Swift feels sure that it was a warning only—"He couldn't have missed from that distance." On Tuesday this week—seven days after the raid—Mr Swift was "still a bit deaf" as a result of the blast.

Meanwhile, Mrs Swift had rung the police and barricaded herself with an assistant and a customer inside the shop. Both the Post Office drivers were later taken to hospital with head injuries.

Mr Swift has previously been in the news when in 1975 he helped to stop a National Savings Bank fraud involving forgeries, for which he and his wife received an award.

French holiday exchange

Pharmacists interested in arranging holiday exchanges for their children with those of French pharmacists are invited to write to or telephone Dr J. Chilton, 36 York Place, Edinburgh EH1 3HU (telephone: 031-556 4386). Exchanges should be arranged directly with the French pharmacists. The hosts usually pay all expenses except transport.

OFT warns on photo 'MAP'

The Office of Fair Trading has warned a number of photographic suppliers that they may face court proceedings if they try to use "minimum advertised price" (MAP) to impose minimum resale prices.

One supplier—CZ Scientific Instruments—has already given a voluntary assurance that it will not use MAP or any other of its terms to stipulate minimum prices below which dealers must not sell or advertise its goods. Nor will it restrict supplies or bring any other pressure to bear on dealers to maintain prices.

According to an OFT spokesman, a court ruling in 1971 established that there is no distinction between MAP and resale price, in relation to the Act.

The Photographic Dealers' Association has reacted by repeating its viewpoint expressed to the OFT in 1975 on the question of loss leaders. (One of the reasons for suppliers adopting the practice of MAPs is to prevent their products being sold as loss leaders to the extent that the retailer may become insolvent). The PDA says: "Before the introduction of the Resale Prices Act, 1964, the photographic trade was undoubtedly one in which service to the customer was a prime consideration. Such service, so necessary in our trade, is now difficult to maintain because of insufficient return on capital invested. This has resulted in closure of many outlets.

"The vulnerability of a branded merchandise, coupled with the Resale Prices Act, has taken its toll, and the trade of which we were so proud has been torn to shreds, by a few entrepreneurs who were glad of the Act because it gave them the opportunity to cash in without the troublesome necessity of skill and knowledge in looking after their customers' interests." This had caused distributive chaos at the expense of the majority of retailers who offered high standards of service.

ICML to continue with title in advertising

Independent Chemists Marketing Ltd are to continue using this title in their Numark national Press advertisements.

As reported last week (p672) the words "sponsored by Independent Chemists Marketing Ltd" have been re-introduced in the advertisements despite a warning from the Pharmaceutical Society in August 1975 that the use of restricted titles was still considered to be an implied advertising of professional services. The wording was dropped after the warning.

No complaints from the Society about the latest advertisement had been received by either ICML or the National Pharmaceutical Association at the time *C&D* went to press. A spokesman for ICML said there were no plans to stop using the wording.



Mr J. A. Plenderleith, MPS, of South Ascot, Berks, receives the "star prize" in the raffle organised at a recent Sangers Ltd trade show held in Maidenhead, from Mr S. M. Walsh, sales director. Mr Plenderleith left the show not knowing that he had won and was delighted with his "extraordinary" delivery the following morning

NPA concern over deletion of fluted bottled rule

The National Pharmaceutical Association has written to the Home Secretary, the Rt Hon Merlyn Rees, expressing concern over the proposal to delete from the Poisons Rules the requirement that certain liquids be supplied in ribbed bottles.

In the letter, Mr J. Wright, secretary, NPA, says the board of management is concerned that the removal of the provision, whereby certain poisons are supplied in bottles "fluted vertically with ribs or grooves recognisable by touch", would seriously interfere with the traditional safeguard by which non-medicinal poisons are instantly recognised, especially by the elderly and poorly sighted.

He says the board appreciates the need for uniformity amongst EEC member states but UK representatives in Brussels

should press for such a provision in the relevant EEC Directive. Alternatively, an exception should be made for the UK where people are accustomed to fluted bottles and associate them with harmful contents.

The letter points out that even if production were not discontinued, demand would rise to such an extent that pharmacists who wished to supply in such bottles would be unable to do so. Mr Wright adds that he is also writing to the Department of Health to ask for Regulations under the Medicines Act to be made to require potentially harmful medicines for external use to be supplied in ribbed bottles. Copies are to be sent to the Pharmaceutical Society, Pharmaceutical Services Negotiating Committee, Scottish Pharmaceutical Federation, Pharmaceutical Standing Committee (Scotland) and consumer bodies.

Fine for illegal sale of medicine containing lead

Fines were imposed on a North West London shop this week for the illegal sale of Indian medicines including Bal Jivan Chamcho, a children's "tonic" with a high lead content.

Kantilal Kabiwar and his uncle Babulal Kabiwar, trading as Bina Stores of Golders Green Road, Golders Green, pleaded guilty to twelve summonses under the Medicines Act 1968. They were fined a total of £480 each and ordered to pay £15 costs each. The summonses alleged the offering for sale of a medicinal product without appropriate licence; the importation of medicines without a licence and offering such products for sale.

Mr Vernon Rees, prosecuting for the Department of Health at Hendon court, referred to the Bal Jivan Chamcho as "extremely dangerous" and it had been prohibited from sale in this country. The defendants said they did not realise it was harmful and they had now applied for the necessary import licence for the other harmless products.

Levelling off trend in dispensing doctors?

The number of dispensing doctors levelled off to an increase of five in 1975 after an increase of 66 in 1974 and 37 in 1973. There were 2,517 in practice in 1975. The figures are reported in the Health and Personal Social Services Statistics for England 1976 (HM Stationery Office, £5.50).

The number of prescriptions dispensed by chemists and appliance contractors in England, in 1975, increased by 2.7 per cent to 281,772,000 at a total ingredient cost of £264.8m, a rise of £60m on 1974.

The proportion of proprietary preparations rose to 82 per cent compared with 77.7 per cent in 1971. Drugs acting on the central nervous system accounted for over 75 million prescriptions costing £48m—the largest group. The most expensive group however was the cardiovascular and diuretic drugs, costing £51.5m on 32.75m prescriptions.

Prescriptions for drugs acting on the lower respiratory system decreased from 27,269 in 1974 to 27,043 in 1975. The cost, however, increased from £19.5m to £24.9m. Antibiotic and other anti-infective

prescriptions also decreased from 38.2m in 1974 to 36.8m in 1975 whilst again the cost rose from £30.8m to £35.6m.

Within the CNS drugs, prescriptions for barbiturates decreased from 7,935 in 1974 to 6,737 in 1975 with a corresponding increase of non-barbiturate hypnotics from 8,846 to 9,743. Addictive analgesics reduced from 579,000 to 531,000 in 1975.

The number of pharmacies in contract with Family Practitioner Committees in England during 1975 was 9,143, drug stores 41, and appliance contractors 926 which compares with the 1974 figures of 9,342 pharmacies, 45 drug stores and 972 appliance contractors. The number of whole-time equivalents of hospital pharmacists in 1975 was 2,077 an increase of 318 from the 1974 level of 1,759, whilst technicians increased from 1,287 to 1,467.

A total of 40 service cases involving the pharmaceutical services were investigated and a breach found in 27 of them. Remuneration was withheld in six cases of which five were in the £25-£99 range and one in the £100 and over range.

TV highlights yellow card problems

Faults in the yellow card system—by which doctors notify adverse drug reactions to the Committee on Safety of Medicines—were highlighted in a BBC "Panorama" on Eraldin this week.

Sir Eric Scowen, chairman, Committee on Safety of Medicines, said few doctors filled in the cards and only one per cent of adverse reactions were reported. Dr Adrian Ive, a general practitioner, said the system was underused. Doctors liked to prove their point before risking their reputation, whereas the minutest suspicions should be notified on the cards.

Professor Colin Dollery, clinical pharmacologist, doubted whether the yellow card system could be improved—what was needed, he said, was a positive monitoring of a known sample of patients and regular follow up. Dr Johnson, a GP undertaking research in data processing, felt the yellow card is obsolete. He suggested that with 30,000 symptoms per year per GP put into a computer, it would have been fairly easy to feed in symptoms of patients on Eraldin and compare them with symptoms of a control group.

Extensive testing

Dr John Waycott, spokesman for Imperial Chemical Industries Ltd, said the drug was tested for six years. 2,000 patients were tested prior to marketing and 3,000 patients were used in the clinical trials. He said that most side effects attributed to Eraldin could occur spontaneously without the drug and it was not until the more specialised effects were noticed that Eraldin was suspected. Psoriasis, for example, was quite a common skin problem. Asked by the interviewer why ICI did not advertise the suspicions in daily newspapers, Dr Waycott said it would not have been ethical and the public should be informed through the doctor. The lesson to be learned from the Eraldin story, he continued, was that if the public and medical profession wanted new treatment they must not expect it to be totally safe. ICI came out extremely well, he believed. Eraldin was a brilliant invention of enormous value to patients and ICI had acted promptly, efficiently, responsibly and fairly.

Warnings of side effects were published as early as 1972 by various doctors in the medical journals but ICI issued a warning to doctors in 1974, after which 202 reports of adverse reactions were reported from doctors in one month. In October 1975 Eraldin was withdrawn, except for use in hospitals, although there had been reports of prescriptions issued some time after that date.

Compensation for those patients suffer-



Mr R. Irwin, marketing director, Merrell division, Richardson-Merrell Ltd, making the presentation to Mr and Mrs H. Wigglesworth of Southampton, who won first prize to Mexico in the recent Merocet competition.

ing from adverse reactions to Eraldin was undertaken by ICI, who said they were not legally responsible but would accept moral responsibility. A solicitor in the programme described the compensation scheme as fair but not when compared to what might be awarded in America. He felt the number of victims could reach 5-6,000 and a total of £20m could be paid.

Costs of controls on lens fluids 'could deter users'

Controls on contact lens solutions should not lead to such staggering increases in costs that patients are put off using them altogether, warns the Association of Contact Lens Manufacturers Ltd.

"It is surely not intended to drive even more patients to use saliva, tap water, dish-washing detergents and even denture cleaners, as the only practical alternatives?" comments Dr G. T. Bassil, chairman, in a letter to the Department of Health's working party on contact lens fluids (*C&D*, March 5, p277). While agreeing that the primary goals of the Department and industry are similar—ie to provide safe, effective preparations with clear instructions on use—the Association believes it was inappropriate and discriminatory to seek controls on the solutions before controls on lenses. Although there may be a problem with some lens solutions, the Association feels it is small in relation to total usage and the industry would welcome collaboration with the Department on further research. It would have been more logical to introduce licensing control after establishing there was a problem, not before, the letter explains.

The working party had proposed that solutions should be labelled with a warning not to use after 28 days of opening. The Association fails to understand why 28 days was chosen, especially when earlier recommendations had suggested up to three months. "The better solutions already on the market contain preservative systems providing established self-sterilising capabilities for periods of up to two years." Commonsense advice should properly come from the lens practitioner, rather than the label, the Association continues. There would be many practical difficulties involved in getting all the information suggested onto a 10ml pack and expecting the patient to take it all in.

Nominations for Scottish and Welsh Executives

The following are candidates for the 1977 Pharmaceutical Society Scottish Executive elections:

Mr George Washington Allan
Mr Allan Graeme Barron
Mr Robert Arthur Brodie
Mr John Bateman Dunnett
Mr John Stephenson Galloway
Mr John Irvine
Mr David Campbell Mair
Miss Elizabeth Aitken Meikle
Mr Robert Simpson Morrison
Mr Adam Roxburgh
Dr Gordon Alexander Smail
Mr John Summers
Mr Ian Scott Swanson

Voting papers are being issued this week and must be returned by June 21. The results will be announced at the annual meeting on June 22.

The following are candidates for the Society's Welsh Executive election:

Mr Allan E. Brooks
Mr David G. Burt
Professor Adrian M. Cook
Mr Peter Jenkins
Miss Felicity E. Lee
Mrs Marion Rawlings
Mrs Linda J. Stone

Voting papers are being issued this week and must be returned by 12 noon, June 20. The results will be announced at the annual meeting on June 22 at 7 pm, pharmacy lecture theatre, UWIST, Cathays Park, Cardiff.

Warning on aerosols containing neomycin

The Committee on Safety of Medicines has issued a warning about the use of aerosols containing neomycin.

A warning leaflet in the Adverse Reactions Series has been sent to all practising pharmacists, doctors and dentists in the UK. It points out that the Committee on Safety of Medicines has received reports of deafness following the use of aerosol preparations containing neomycin in the treatment of extensive skin damage resulting from burns or other causes. The Committee is asking for reports of any cases of ototoxicity (deafness or impaired balance) which are suspected as having resulted from the administration of aerosol or any other preparations containing neomycin or other antibiotics on large areas of damaged skin. The Committee explains that the association of deafness with neomycin administered internally is already well established.

When to take thyroxine

The best time to take oral thyroxine is on an empty stomach, as long as possible before breakfast, recommends the May 13 *Drug and Therapeutics Bulletin*.

A recent study showed that 79 per cent of thyroxine was absorbed after 24 hours in subjects who took 100mcg on fasting, whereas 64 per cent was absorbed when the drug was taken immediately before a light breakfast. Taking thyroxine fasting should make it easier to establish the optimal replacement dosage.

PHILIPS REPORT



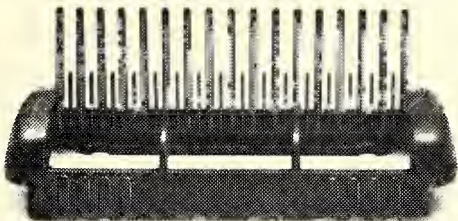
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The new Philips Styler/Drier.

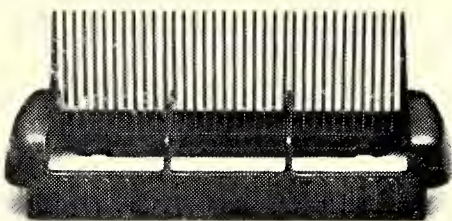


The first hand-held hair drier and styler combination with four different air/heat settings. The first 800W heating element which allows choice of two dry/two style positions to suit every hair style.

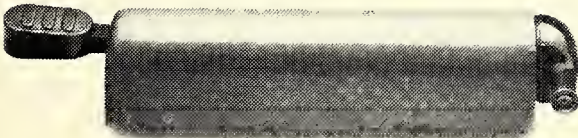
The Styler/Drier includes these seven attachments:



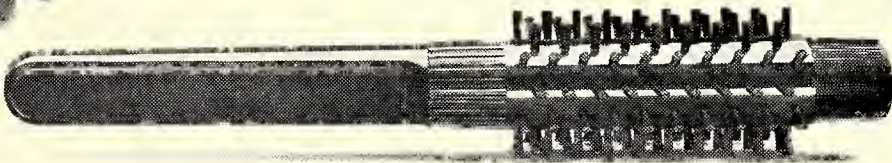
WIDE TOOTH COMB



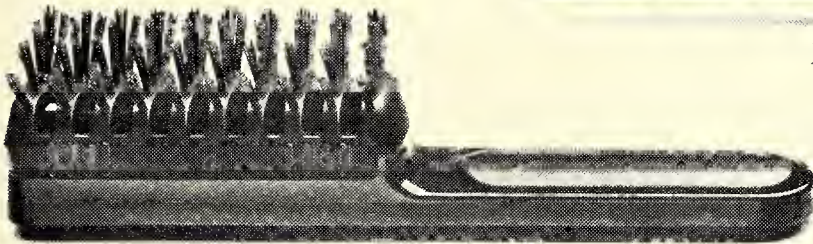
FINE TOOTH COMB



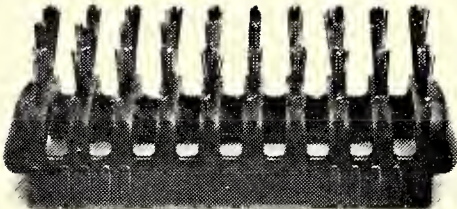
MIST DEVICE



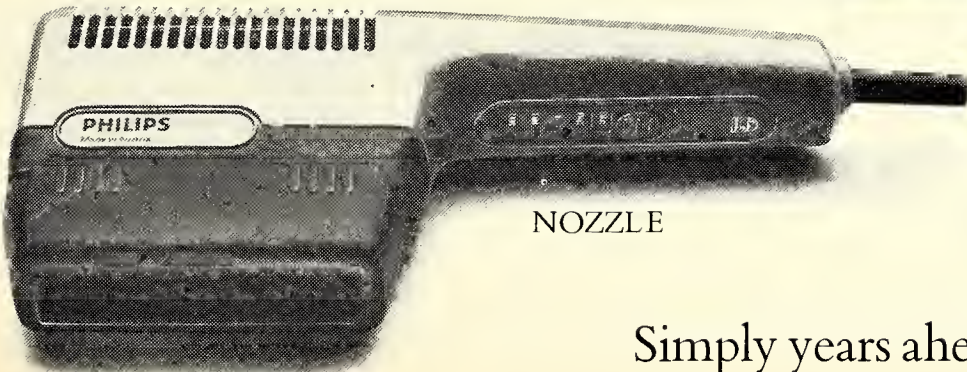
MODELLING BRUSH



ATTACHMENTS HOLDER



BRUSH



NOZZLE



Simply years ahead

DUREX

PRICING ANNOUNCEMENT

Rising costs make it necessary for us to increase prices on the Durex range of protectives. These increases are listed below and become effective from Friday 13th May, 1977.

		Maximum Recommended Selling Price (Including VAT at 8%)	Basic Trade Terms
Unison	3 pack	33p (No Change)	£7.33 per gross
Fetherlite	3 pack	30p	£6.67 per gross
Fetherlite	12 pack	120p	£6.67 per gross
Nu Form	3 pack	30p	£6.67 per gross
Nu Form	12 pack	120p	£6.67 per gross
Fiesta	6 pack	60p (No Change)	£6.67 per gross
Black Shadow	3 pack	30p	£6.67 per gross
Gossamer	3 pack	27p	£6.00 per gross
Gossamer	12 pack	108p	£6.00 per gross
Dry Durex /Allergy	3 pack	22p	£4.90 per gross
Supertrans	3 pack	23p	£5.12 per gross
Atlas	12 pack	95p	£5.28 per gross
Transyl	12 pack	70p	£3.90 per gross
Fourex	3 pack	200p	£0.93 per pack of 3

May we also take this opportunity of reminding you that it is a condition of sale that Durex protectives must never be retailed at prices in excess of the maximum retail prices shown on the price list. In addition please could you take note of the following:-

1. Stock purchased at pre-increase prices must be retailed to the public at prices not exceeding our previous maximum recommended prices.
2. Whilst stock purchased at the new prices must not be sold at prices exceeding that of our recommended prices, you may, if you wish, sell them at prices below the recommended prices.
3. All orders will be charged out at prices ruling on the date of dispatch of goods.

Price increases we are now implementing have been agreed with the Office of Fair Trading.

People

Professor P. F. D'Arcy has been awarded the degree of Doctor of Science by the University of London for his published work on "Drug reactions and interactions". Professor D'Arcy holds the chair of pharmacy at the Queen's University of Belfast; he is a member of Council of the Pharmaceutical Society of Northern Ireland.

Mr James Peutherer, MPS, who has been in business in Broxburn, West Lothian, for the past 40 years, has retired from the pharmacy at 7 Greendykes Road. He had intended to retire and that decision was expedited by the opening of the local health centre and the provision of other facilities for dispensing.

Mr Garnett Mitchell, MPS, Watton Pharmacy, Watton, Norfolk, has been elected to the Norfolk County Council. He continues his membership of the Breckland District Council and of the Watton Town Council (of which he was mayor last year). He is also a member of the Norwich Community Health Council.

Mr Andrew A. Egboh, PhC, FPSN, MIPharmMI, FRSH, MPhA, has retired from the Nigerian Civil Service after serving the Federal Government for 33 years, of which 28 years were spent as pharmacy administrator in the Ministry of Health. Mr Egboh, who has been a regular participant in international conferences (including the British Pharmaceutical Conference), has set up a pharmaceutical consultancy office in Lagos. He will be in the UK in August and will attend FIP in The Hague.

Deaths

Austin: Suddenly on May 12 Bernard John Austin, MPS, a director of Macarthys Ltd. He qualified in 1956.

News in brief

□ Elastic hosiery, dressings and hypodermic syringes are among the revised prices in the Scottish Drug Tariff for May.

□ Brazil has fixed the following duty rates for enzymes: pancreatin and pepsin 45 per cent, bromelain 40 per cent.

□ Saccharine use has been banned for certain foods and drinks in Holland, but its use for diabetic and slimming products is not affected.

□ Chemist contractors in England during February dispensed 23,973,806 prescriptions (14,865,124 forms) at a total cost of £40,943,948—an average of £1.71 per prescription.

□ "Rights and responsibilities of retailers and their customers" is available from National Chamber of Trade, Enterprise House, Henley-on-Thames, Oxon RG9 1TU, £0.90 cash with order.

□ Doctor's seniority payments are no longer to be linked with attendance at postgraduate meetings. From October, GPs will automatically receive seniority payments after 13, 20 and 30 years without having to attend a number of postgraduate

Topical reflections

BY XRAYSER

Evasion

I was brought up in a business world of many little courtesies which, today, are conspicuous by their absence. The payment of accounts, for example, in either direction, was always acknowledged, and written intimation was appended to the account. A request for a receipt today is not always granted, and when it is, it takes the most astonishing forms. I have had the statement simply sent back with no endorsement of any kind. Then there is the evasive endorsement which goes out of its way to avoid any admission that the account has been settled, in quaint wordings which were devised to circumvent the need for putting a stamp on the document—wordings which have survived long after the abolition of stamp duty.

Almost the last thing that you must do, apparently, is say "PAID", and few give any indication of a date. One formula states that under Section 3 of Cheques Act 1957, my paid cheque will now be evidence of payment and therefore no separate form of receipt will be issued. One would have thought that a plain, straightforward "paid with thanks" complete with date would not put an undue burden on anyone. There are, I regret to say, some who take no notice whatever of a request for a receipt, while a few expect *me* to fill up a remittance slip with details of number of invoice, VAT, discounts and final amount of cheque.

But there is one who sends compliments and thanks, and hopes for a continuance of my esteemed custom. I am sure his hair is as snowy as my own.

Fool's cup

My apprentice-master—useless now to try to conceal my age—was at pains to see that I knew and understood grammes, cubic centimetres, and litres, and even the pharmacopoeia of that day had ceased to formulate in grains, ounces and pounds. As I recounted in a recent paragraph, I felt superior to the deprived majority. Yet I had the tables turned the other day by a knowledgeable stationer.

My request was simple—all I wanted was some envelopes. He said in that insufferable manner of the cognoscenti! "Yes, Sir. You may have them 229 x 102mm or, if you prefer it, 89 x 152mm." Rather than confess ignorance, I went home with a parcel only to find that I already had some of each. I shall have great pleasure, when he next buys a shampoo, in asking if one of 82.79g will suffice. He is, you see, losing his hair.

sessions, providing they have been principals for at least five years. Seniority payments form part of the basic pay and doctors objected to being penalised financially for non-attendance at the courses.

□ The US Food and Drug Administration has established labelling requirements for intrauterine devices including a requirement that an easily understood brochure be provided to the patient.

□ The Health Education Council and British Nutrition Foundation have jointly produced two new leaflets—"The overweight child" and "Healthy eating for your children"—available from area health authorities or the HEC, 78 New Oxford Street, London WC1A 1AH.

□ A levy on employers within the scope of the Chemical and Allied Products Industry Training Board equal to 0.75 per cent of their payroll in the year ended

April 5, 1977, is to be made under an Order, SI 1977 No 760, HMSO price £0.25, laid before Parliament on May 10. It will come into operation on June 9. Each employer's total payroll is to be reduced by £155,000 before assessment, and an employer whose payroll was less than £155,133 will be exempt.

□ The Medical Journalists' Association Award 1977, sponsored by Reckitt and Colman pharmaceutical division, was presented jointly to Dr Stephen Lock and Dr Tony Smith for their book "The medical risks of life" recently.

□ Chemists and appliance contractors in Northern Ireland during January and February dispensed respectively a total of 1,024,693 (1,032,404) prescriptions and 636,056 (647,199) forms, at a total cost of £1,902,787 (£1,934,393)—an average of £1.86 (£1.87) per script.

New products

Cosmetics and toiletries

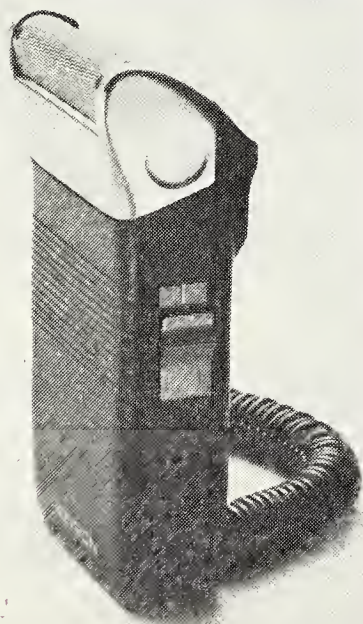
Maybelline eye shadow

Summer eye shadows from Maybelline are called Super Pearl shadows (£0.65) and are said to give a frosty look normally only found in the more expensive eye shadows. There are six shades available—frostiest kohl blue, baby blue, kohl green, lime, mocha and snow (Plough (UK) Ltd, Penarth Street, London SE15 1TR).

Electrical

Ronson double

Ronson Products Ltd introduced two products at the International Domestic Electric Appliances trade fair. The Hot Shot 1000 hairdryer is a fast, compact dryer for both men and women who, the company says, "have better things to do than dry their hair". Available from July, the 1000 watt Hot Shot (£15.65) is lightweight and streamlined, it has a separate nozzle to combine with high heat-high speed for drying and lower heat-lower air output for styling. Six feet of flex allows for movement and the dryer incorporates an automatic thermal cut-out system. The company also introduced a new shaver, the angle head Spirotechnic (£27.50), with a continuous spiral cutting blade which the company claims as exclusive. The cutter can be set in six different positions to give six fresh cutting edges. The edge is honed as a single unit and because it is set in a spiral it is so angled that it gently and effectively slices off each hair, explain Ronson. The shaver also incorporates the thin stainless steel foil system—a pre-formed replacement simply drops into position and there is a button which exposes or retracts the scissor action



blades of the long hair trimmer. The Spirotechnic is a dual voltage mains shaver and comes in a presentation case with a tangle free flex and a cleaning brush. Available July to August (Ronson Products Ltd, Randalls Road, Leatherhead, Surrey).

Dietary

Cerebos sea salt

Cerebos have introduced a sea salt to complement their existing varieties, table and iodised. The company believes that interest in sea salt is growing fast. Apart, they say, from the natural minerals it contains, housewives are discovering the distinctive flavour it gives to food. Cerebos sea salt is being advertised during July and August in the *Sunday Times* magazine, *She* and *Good Housekeeping*. Brand manager Peter Osborne believes that the product, "will quickly gain a substantial share of this growing market and will, at the same time, encourage many more people to try sea salt" (RHM Foods Ltd, 10 Victoria Road, London NW10 6NU).

Sundries

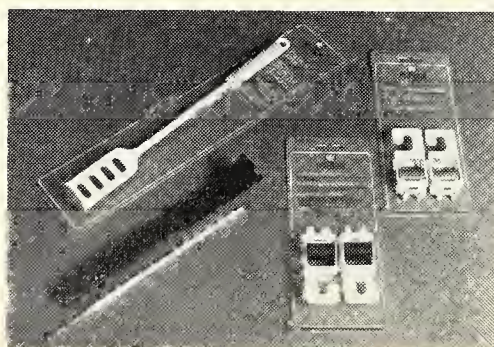
Cardinelli manicure set

A battery operated manicure set is now available from Cardinelli which has ten trimming discs, two spare cuticle removing heads, ten polishing tips and three hand files. The sets (£4.75) are packed in display outers of 12 with three colours in each outer—green, ivory and pink (Cardinelli Beauty Products Ltd, 266 Holloway Road, London N7 6NE).

Photographic

Paterson range extended

New darkroom equipment announced by Paterson includes a weighted film clip (£1.30 pack of two) to ensure that films are kept straight during drying. The Paterson colour thermometer (£3.71) is designed to cover the temperature range required for colour processing and is marked in 0.2° steps from 24° to 40°C (and in Fahrenheit). Mercury-filled, it is said to provide an accuracy of $\pm 0.14^\circ\text{C}$. The Paterson chemical mixer (£1.08) is 12½in long with comfortable handle and paddle designed to fit even a small measure or beaker. The paddle is round in section and can be moved around "without clattering on the sides of the mixing vessel". Tubes of colour for the Paterson print retouching outfit are now being made available separately from the outfit itself; the double pack (£1.89) contains one blue-black for cold-tone bromide papers and one brown-black for warm-tone papers (distributors Rollei UK Ltd, Denington Estate, Wellingborough, Northants NN8 2RG).



The high capacity (2 cu ft) cash carrying case (£52 ex VAT) from Volumatic Ltd, Taurus House, Kingsfield Road, Coventry, incorporates a thief-proof letterbox flap in the top, and accommodates £100,000 in £5 or £30,000 in £1 notes. A chain connected to the carrier's wrist strap breaks free from the case when snatched and simultaneously sets off an alarm

Sweda emergency battery

Battery power packs, (£95 ex VAT) specially designed for use with Sweda 250, 350 and 450 electronic cash registers are now available from Sweda International, 27 Goswell Road, London EC1, to provide emergency power for up to four hours. The changeover from mains to battery operation is automatic and has no effect on the working of the register. When the mains supply is restored, the battery is automatically recharged, whether the cash register is switched on or off. The unit needs no maintenance and there is no risk of overcharging. The dimensions are 14½ × 6½ × 7¼in and the pack can be fitted easily under the check-out or cash point, Sweda say.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Anadin: All areas

Braun: All areas

Complan: Lc

Crest: Lc, Y, Sc, So, A, U, We

Harmony colourant: Y, NE

Harmony hairspray: All areas

Head & Shoulders: Lc, Sc, A, U, B, G, We, CI

Herbal Sensation: WW, We

Max Factor Maxi: All areas

Mum rollette: All except E

Signal: All areas

Slender: All areas

Sudocrem: Lc

Sunsitive: Ln, M, Lc, Sc, G, So, A

Sure: All areas

Vichy: Ln, A, WW, SW, CI

Vitarich: Lc

Wilkinson Sword double edge blades: All areas

You gain



Your customers lose

Buf-Puf is a totally new way to deal with spats and pimples. You know it. Now we plan to tell the thousands of people who suffer from troublesome skins.

Extensive advertising for Buf-Puf will be in most major teenage and women's magazines from May through October. It tells how Buf-Puf can deal with spats in record time—just what they want to hear.

Heavy promotion means heavy demand. And we want to help make this demand work hard for you.

With every order for six Buf-Puf received before 15 July we'll be giving an extra Buf-Puf free.

Your total profit will be 43 per cent.

So you gain, while your customers lose—their spats.

buf-puf
there's really
nothing like it



Buf-Puf is available from your usual wholesaler.

BONUS 1 FREE WITH 6	
Our price to you	£3.66 exc.VAT
Your selling price	£6.41 exc.VAT
YOUR PROFIT	£2.75 (43%)

Trade News

Aquafresh aiming for no 3 claims best fluoride system

Aquafresh toothpaste has been reformulated and repackaged—and is being relaunched with the claim that it has “the best fluoride system of any toothpaste in the market”. The “system” is a patented combination of sodium monofluorophosphate and a “new catalyst”, calcium glycerophosphate. Beecham Proprietaries, Great West Road, Brentford, Middlesex TW8 9BD, say that this combination has been extensively tested and increases the fluoride uptake of tooth enamel by 19 per cent.

Also improved in new Aquafresh is the cleansing system, with the cleanser ingredients (and plaque removing effectiveness) being increased by 25 per cent compared with the existing product. A specially-developed dye now provides better “separation” between the blue and white stripes to improve the family appeal of the brand. The colour change is carried through onto the pack, which is redesigned to provide greater impact on-shelf, both against the old Aquafresh and competitive packs.

Prime target

The brand's prime target is the young housewife with children—she represents only 35 per cent of the population, but buys 65 per cent of the toothpaste volume. In 1977, some £800,000 will be spent in putting across on television and in Press advertising, the dental health message of protection for the family's teeth. “Double action for double protection” will be the message—“through the use of real life, but sympathetic, situations which will realistically bring home to her the fact she already subconsciously knows—‘It's a tough world for teeth’.”

During the first month of the launch (July) £250,000 will be spent on television, and all major women's papers will carry advertisements during the first three months. Promotional support worth £700,000 will include trade discounts, which, Beecham believe, will give Aquafresh the best retail price on the market (perhaps 10 per cent below competitors).

Beecham's objective is to make Aquafresh the third brand in the market (behind Colgate dental cream and the

combined Macleans versions currently fighting for leadership). They say that over the past five years, their house share of the toothpaste market has gone up by 40 per cent, Colgate's down 22 per cent, Gibbs' down 18 per cent, and others (including Proctor & Gamble's Crest) up by 14 per cent.

Eddie Styring, marketing manager for Beecham toothpaste brands, says “It is becoming increasingly clear that there are too many medium sized brands in the market. Both the storekeeper and the housewife are getting confused with the number of promotions on shelf at any one time. This, and other factors, has led to a situation which makes it virtually impossible to get a fair share of facings for a medium sized brand. Aquafresh and Crest are the only two medium sized brands to have made any impact in the last few years. The others are either static or dead on their feet.”

Unichem Silver Jubilee promotion

Unichem Ltd, Crown House, Morden, Surrey, are offering their members the chance to win a set of six sterling silver goblets, valued at £1,500, in a competition promotion devised to commemorate the Silver Jubilee. Entrants have to put the correct date against ten major events that took place in the course of the Queen's 25 year reign, and complete a tie-breaker. The second prize is a pair of candlesticks valued at £740, third prize a set of two goblets and fourth is a single goblet. In addition, twelve silver plated commemorative dishes are offered as consolation prizes on the basis of one for each branch area. The goblets and candlesticks are made by Garrard and Co as part of a limited edition commemorative collection. The promotion, available from June 1, offers 21 products each of which is described as brand leader in its particular field. They are Alberto Balsam, Anadin,



EAREX for EARWAX

Over the counter, over the years, millions* of customers have appreciated the pharmacist's advice.

Earex for earwax problems.

Who better than the pharmacist to advise customers to use a little Earex to prevent earwax problems. And benefit from the continual support of a relieved customer.

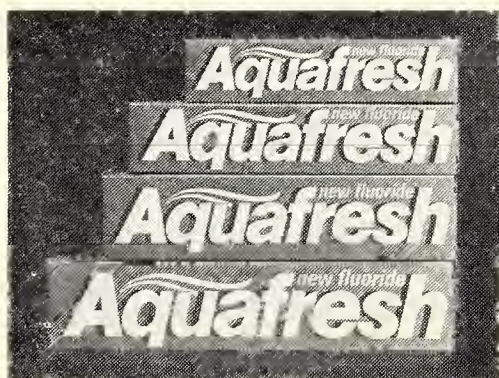


EAREX

gentle eardrops

The brand leader for earwax relief.

*Over the last 2 years 2,500,000 bottles of Earex have been bought through retail pharmacies.



Andrex, Badedas, Brut 33, Colgate toothpaste, Cossack, Dettol, Dr Whites, Fashion Style, Gillette GII, Head & Shoulders, Kleenex for Men, Mum rollette, Oil of Ulay, Optrex, Quickies, Radox liquid, Sunsilk hairspray, Vaseline intensive care and Wilkinson Sword blades.

Kimberly-Clark promotions

Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, are running a competition featuring Kleenex Flair kitchen towels. The general theme is "Add Flair to your life" and will run as a series of competitions featuring different uses for Flair towels. The first is entitled "Add Flair to your cooking", followed by "... to your kitchen" and "... to your home". Each asks consumers to put six advantages of using Flair towels in order of preference and complete a tie-breaker sentence. Prizes totalling nearly £5,000 in value are being awarded to the winners and runners up including Kenwood chef mixers, Le Creuset cookware and Waterford crystal glasses. Details of the competition appear in colour page advertisements in seven women's and general interest magazines—*My Weekly*, *Woman's Weekly*, *Woman's Realm*, *Family Circle*, *Good Housekeeping*, *Woman and Home* and *People's Friend*—over the next three months.

The company is also offering free dress patterns to purchasers of Kotex Soft n' Sure looped towels. Over 300,000 packs will be flashed with the offer which will be available for two proofs of purchase. The pattern is adaptable to all sizes and features seven variations on a shirtwaister style dress. As an extra bonus all those who write for the pattern will receive a 5p Soft n'Sure coupon redeemable against sizes 1 and 2, 10s and 20s.

Denim's gold rush

The winner of the current Denim competition from Elida Gibbs Ltd, PO Box IDY, Portman Square, London W1A 1DY, will be offered an all expenses paid two week holiday for two in Alberta, Canada, including visits to the Klondike Gold Rush celebrations, the Calgary stampede and the Rockies. A second identical holiday will be awarded to the retailer who supplied the winning form. Entrants have to answer eight questions about gold and Canada, complete a tie-breaker sentence and supply proof of purchase of any one of the Denim range. The closing date is August 30. Point of sale material is available incorporating entry forms.

Monsieur Rochas additions

A new size Cologne (58g, £4.80) and two new presentations of soap (5oz, £2.75 and 2.6oz x 3, £4.50) have been added to the Monsieur Rochas range from Rochas Perfumes Ltd, 27 Grosvenor Street, London W1X 9FE. A promotional campaign will take place during the spring and autumn.

Ravina spring offer

Ravina Ltd, 3 Barton Road, Water Eaton Industrial Estate, Bletchley, Milton Keynes, are offering a spring bonus of 12 ponytail bands free (retailers' cost £1.26) with every 12 dozen items ordered, straight or assorted. The minimum order to qualify for the bonus is 72 dozen. With orders of



Unichem's prize goblets (see opposite)

144 dozen items or more, straight or assorted the bonus is increased to 1½ dozen ponytail bands free with every 12 dozen items ordered. The bonus offer applies to both the blister card and multicard ranges. The offer closes May 27 and is subject to stock availability. The company has also added to the multi-card range and has introduced a range of side combs.

Wasp-eze for holidays

Potter & Clarke Ltd, 44a The Green, Warlingham, Surrey CR3 9YS, are advertising their product Wasp-eze in outdoor interest journals and women's magazines from this month. Additionally a nationwide campaign directed expressly to families holidaying abroad is expected to bring in early season customers. The company adds that the larger 75g size is significantly increasing in popularity as a more economical family purchase.

Setlers reformulated

Beecham Proprietaries, Beecham House, Brentford, Middlesex TW8 9BD, are spending £400,000 in support of the recently relaunched Setlers. The tablets now contain calcium carbonate 534mg and light magnesium carbonate 72mg, and have a mintier taste and smoother texture. The pack has been redesigned and display material is available. A new television campaign is to start in July and there will be year round advertising in national newspapers. Discounts are offered during the launch phase.

Complan on television

Farley Health Products Ltd, Torr Lane, Plymouth PL3 5UA, are back on television again with Complan. An eight week campaign began in the Granada television area on May 16, and the commercial will also appear in the Southern, Anglia and Trident areas for four weeks from June 6.

Sandra baby pants offer

Henley of Hornsey Ltd, Alexandra Works, Clarendon Road, London N8, are repeating a "3p off two pairs" offer on Sandra baby pants, until June 30. In packs of 200, assorted as desired, the wholesale offer prices per 10 pairs are: Small, £1.10; medium, £1.16; large £1.20; extra large £1.30; toddlers £1.60. Orders should be marked "3p off two pairs deal".

Hartnell hairspray

To celebrate the knighthood of Sir Norman Hartnell this year, a free product deal on Norman Hartnell hairspray is

being offered by distributors, Bensons Marketing Ltd, Benson House, Weir Road, London SW12. Fifteen cans to the dozen are offered on the "honours" promotion and the three-free can deal applies to both the 130 and 200g size.

Wilkinson's advertising

Wilkinson Sword Ltd, Sword House, High Wycombe, Bucks HU13 6EJ, will be spending in excess of £900,000 in a 12 month period on nationwide television and consumer Press advertising for their razor blade products. The promotion begins this month with a television campaign for Wilkinson Sword Double Edge blades.

Supply difficulties with Tetrex

Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks SL3 6EB, are unable to meet the demand for Tetrex PMT injection, intramuscular and intravenous, because of manufacturing problems. All existing back orders will be despatched as soon as the problems have been overcome. Stocks of Kantrex paediatric injection 75mg, Kantrexil suspension 150ml and 500ml are exhausted.

Glen's Frisbees

Glen Tissues from British Tissues Ltd, 101 Whitby Road, Slough, Berks HA3 8BS, are offering a junior Frisbee to consumers in return for five tokens from the Glen twin pack, or three tokens from the four-pack plus 20p. With an estimated 250,000 Frisbees sold in Britain last year the company says that they are expecting a high redemption.

Allurell share

L'Oreal (Golden Ltd), 18 Bruton Street, London W1A 1BX, achieved a 2 per cent sterling brand share for Allurell in March according to TCPI figures. The company adds that they now have a combined share of the total hairspray market with both Allurell and Elnett of 11 per cent sterling.

Factor's Jubilee compact

Max Factor Ltd, 16 Old Bond Street, London W1X 3AH, have introduced a Creme Puff Silver Jubilee compact (£0.90). It is available with the six most popular shades of Creme Puff—tempting touch, candle glow, gay whisper, truly fair, sun frolic and nouveau beige. The Silver Jubilee compact contains the standard godet, mirror and puff and is uncanted: it is dark blue embossed with silver.

Pirion Duolets code

Continuing their plans to introduce the use of product names on tablet preparations, Allen & Hanburys Ltd, Bethnal Green, London E2 6LA, say Pirion Duolets will in future have "Pirion AH Duolet" printed in black on each tablet.

Agfa consumer brochure

The 1977 consumer photographic products brochure of Agfa-Gevaert Ltd, 27 Great West Road, Brentford, Middlesex, now available, is in "handier" size than its predecessors and has a "stepped" index for easy reference.

Trade News

Continued from p721

Dentu-creme and Tegrin reports

Following a research programme carried out by Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts, to discover key consumer dissatisfaction with denture-care products, new anti-yellow formula Dentu-creme is being launched in June backed by a media advertising campaign. Anti-yellow Dentu-creme has a high polishing, low abrasive, blue tinted formula and is said to have improved stain removing properties.

The company has also introduced Tegrin herbal shampoo (£0.55) to the anti-dandruff shampoo range.

Hedex larger pack

A pack of 72 (£0.84) Hedex tablets is now available from Sterling Health Products, Surbiton, Surrey KT6 4PH. One of the main reasons for this introduction is the product's sales growth of 45 per cent by volume through chemists during 1976. Television advertising of Hedex this year will cost about £400,000.

Free baby meals from Cow & Gate

Cow & Gate Babyfoods Ltd, Trowbridge, Wilts BA14 8HZ, are featuring a four month promotional campaign. Free baby-meals worth up to £2.20 are on offer until July 31 in return for labels collected from the company's strained, junior and toddler ranges. To take advantage of the promotion customers take an envelope from the baby meals counter and use it to collect 25 labels for vouchers worth £1 and 50 labels for vouchers worth £2. The envelopes are sent Freepost to Cow & Gate who are offering a 20p bonus to customers sending in labels from ten different varieties.

Bronnley lines repackaged

H. Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR, have repackaged their



bubble bath, hand lotion, talcum powder and after bath Cologne in waisted bottles selected, the company says, for their eye appeal and ease of hold. They are available in two sizes, 200ml and 50ml. The introduction has been timed to coincide with the Christmas gifts launch.

Weleda money-saving offer

Weleda (UK) Ltd, Ship Street, East Grinstead, Sussex RH19 4ES, are selling in three shampoos each individually banded to the recently introduced herbal conditioner. The herbal shampoo with the herbal conditioner which would normally sell for £1.20 will be offered at £0.90. Both the lemon and rosemary shampoos with the conditioner will be offered at £0.70 instead of £1.03. The savings apply to the 50cc sizes only.

Raspberry Dextrosol

Dextrosol glucose tablets from CPC (UK) Ltd, Claygate House, Esher, Surrey, are now available in raspberry flavour as well as natural and orange.

Car fun book free

Display material for Joy Rides carries leaflets offering the free "Family book of car fun" from Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts.

Inecto colour creme

Rapidol Ltd, PO Box 685, Hanwell, London W7, are advertising Inecto colour creme, permanent hair colouring, in a wide range of national newspapers from now until the end of July. The advertisements, which are aimed at the "grey hair" market, invite readers to apply to the Inecto advice bureau for free advice on shade selection.

Rapport advertised

Max Factor Ltd, 16 Old Bond Street, London W1, are putting £½ million behind the launch of their new fragrance, Rapport (C&D, April 30, p594). The picture in the Press advertisements was shot by Jim Lee and is described as showing a happy, lighthearted moment of rapport between a young woman and her man. It bears the message, "Rapport. They've got

it. She wears it." The same couple are featured in the television commercial that will go out in a three week campaign beginning on July 4. The Rapport song featured in the television commercial will also be used in the radio advertisements which start on Radio Luxembourg on June 6 and will be extended to Capital, Piccadilly and Clyde in July. Point of sale material will be available.

Sweetex sponsor sport

Crookes Aneston Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA, have entered Sweetex in the field of sports sponsorship. They will be sponsoring the Sweetex Premiere Event at the Devon County Show, Exeter, on May 21. This is the final event of a three-day show-jumping programme and entry is only open to winners of the previous events. The total prize fund is £1,000 and the prizes are being presented on behalf of Sweetex by Anita Harris who appears in the product's television commercials.

Numark savings, Nusoft belts

The next Numark promotion from Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU, will run in-store from May 30 to June 11 and its theme will be "Silver savings". It is the first two-tiered national promotion from Numark and will be split into two categories, major lines and supplementary lines. The major lines which will be given national support in the Press and with point of sale material include Dencen liquid denture cleaner, Kleenex for Men, Band-aid plasters, Tender Touch and Tender Touch pleat and puffs, liquid Radox 20 per cent extra free pack, Brut 33 Ultra-dry antiperspirant spray and Dettol. Supplementary lines which will be backed by point of sale material only are Mr Bump and friends washable dressing strip, Kotex sylphs, Imperial Leather talcum powder, Johnsons baby lotion, Wilkinson bonded blades, Colgate dental cream and Palmolive shave cream tubes. Optional extras include Eno Fruit Salt, Diocalm, Milk of Magnesia, Aspro Clear and Valderma antiseptic cream. Local Numark wholesalers will also be offering specially promoted items to their members which vary from franchise to franchise.

ICML are also relaunching their range of four sanitary belts under the name of Nusoft. The individually boxed belts will reach the retailer in matching counter display outers of one dozen. The range will suit most requirements with two of the belts being adjustable and two, stretch. Prices range from £0.22½ to £0.27½.

Jubilee holiday closings

The following have announced their intention to close from Monday June 6 to Friday June 10 inclusive: Walter Kidde Co Ltd, Belvue Road, Northolt, Middlesex UB5 5QW; William Ransom & Son Ltd, Hitchin, Herts.

Bonus offers

Fennings Pharmaceuticals, 6 Church Street, Ashton-under-Lyne, Lancs. Soluble junior aspirin (25 tablets in child resistant containers), 14 as 12 on orders received June 1-30, wholesaler or direct.





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apples
bite
back**

When eating is a misery, cold sores or mouth ulcers are often the culprits. Bonjela is the ideal treatment for mouth soreness.

It contains Choline Salicylate a powerful, fast acting analgesic that soothes away pain. It also contains Cetalkonium Chloride a wide spectrum antiseptic. As well as reducing any secondary infection, Cetalkonium Chloride lowers surface tension allowing the analgesic quicker access to the painful mucosa.

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That's why we call it **The
3-minute
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Sweetex dominates the artificial sweetener market with over 40% of sales through chemists. In 1976 that market was worth over £7 million at retail value.

Exciting new TV.

Of all artificial sweeteners Sweetex is the only substantial user of TV. And to stimulate sales even further, Sweetex is about to be relaunched with a brand-new, exciting TV commercial featuring Anita Harris.





Sweetex

sweetener



lose pounds this summer.

New Sweetex.

Sweetex was big in 1976. New Sweetex, specially improved to appeal to your customers even more, could well be even bigger. Especially when you consider that over 8½ million men and women say they are trying to slim.

New Press and P.O.S.

Needless to say, the TV commercial will be backed by heavyweight advertising in women's press and by point-of-sale material. So stock up now with New Sweetex and watch those extra pounds mount up. After all, what have you got to lose?



**New Sweetex—
the small product that yields a big profit.**

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TOP OF THE POPS



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	155cc	12	3.27	2.60	40p	29p
ALBERTO GET SET HAIRSPRAY	300gm	12	4.98	4.22	64p	47p
ALBERTO BALSAM CONDITIONER	90cc	12	3.67	3.01	49p	34p
ALBERTO VO5 CONDITIONER	90cc	12	3.67	3.01	49p	34p
ALBERTO VO5 HOT OIL CONDITIONING TREATMENT	2 T/M	6	2.71	2.18	75p	49p
	4 T/M	6	4.87	4.15	1.35p	94p
ALBERTO 2 IN 1 QUICKSET	80gm	12	3.67	2.55	49p	29p

FREE WINDOW BILLS — Details from Sangers.

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Extra 5% discount for 10 dozen orders. Extra 7½% discount for 15 dozen orders.

ALBERTO — THE TOPS IN HAIR CARE

Arthritis

by Professor Peter A. Parish, MD, FRCGP, professor of clinical pharmacy, School of Pharmacy, UWIST, Cardiff

is a general term used to describe inflammatory and/or degenerative disorders of the joints.

Rheumatism is a more vague term and covers a wide variety of disorders affecting joints, muscles, ligaments, tendons and bursae. The blanket term "rheumatic disorders" is usually applied to both arthritic and rheumatic disorders and the classification is complex. Briefly, they include polyarthritis of unknown cause (eg rheumatoid arthritis, ankylosing spondylitis, psoriatic arthritis); acquired disorders of connective tissue (eg systemic lupus erythematosus); rheumatic fever; degenerative joint disorders (eg osteoarthritis); nonarticular rheumatism (eg fibrositis, bursitis, disc lesions, tendonitis); disorders in which arthritis is frequently present (eg sarcoidosis, ulcerative colitis); arthritis produced by known infections (eg gonococcal arthritis); traumatic arthritis; neurogenic arthritis (eg Charcot's joint); arthritis of biochemical origin (eg gout); and arthritis due to allergy (eg drug reaction).

The most common arthritic disorders are osteoarthritis and rheumatoid arthritis.

Osteoarthritis

A degenerative joint disease characterised by damage to the cartilage with overgrowth of the underlying bone and overgrowth of the cartilage at the margin of the joint. This turns into bone (osteophytes) and produces the characteristic "nobby" joints.

Aetiology Ageing, obesity, injury. Women are affected more than men.

Symptoms and signs Pain (usually after exercise), muscle spasms, effusion into the joint producing swelling and structural deformity.

Investigations X-ray shows osteophytes, deformity and loss of joint space.

Treatment The management of degenerative joint disease is highly varied and depends upon which joints are affected and upon many other factors. The important point is for the patient to know that the disability can be minimised by appropriate therapy. This includes general measures which are aimed at reducing pressures (eg weight bearing) on the affected joint and making sure that the joint does not stiffen up too much or go out of shape. This requires weight reduction, advice and physiotherapy in order to prevent muscles wasting, and use of a walking stick.

Drugs—no drug has been shown to retard the development and progression of degenerative joint disease. If pain is a problem *soluble aspirin* is the drug of choice. *Phenylbutazone*, *indomethacin* and *ibuprofen* are alternatives but see discussion under treatment of rheumatoid arthritis.

Surgery—is appropriate for the patient

with severe, disabling and painful osteoarthritis of the hip or knee.

Rheumatoid arthritis

Considered to be an immune disorder of unknown cause, it affects women more than men and the usual age of onset is between 25 and 55 years. Onset may be abrupt or insidious.

Symptoms and signs A peripheral polyarthritis which characteristically affects joints symmetrically—the small proximal joints of the hands, the wrists, elbows, knees and ankles. The cervical spine may be affected and rarely the shoulders and hips. The disorder may affect many joints or remain fixed in one joint.

Affected joints are painful, swollen, tender and hot. Muscles moving the joints waste and dislocation may occur producing deformity (eg the fingers become flexed and reverted to the ulna side of the hand). Associated with the arthritis patients may develop subcutaneous *rheumatic nodules* around sites of trauma, anaemia, poor circulation, arteritis, peripheral neuropathy, and various systemic disorders.

Investigations Anaemia and a raised ESR are common but there is no specific test for rheumatoid arthritis. Non specific antibodies (rheumatic factors) can be demonstrated in 60 per cent of cases and in all patients who have rheumatic nodules. X-rays show soft tissue swellings around the joints and as the disease progresses erosions, deformities and loss of joint space become evident.

A juvenile type of rheumatoid arthritis (Still's disease) in children can attack larger joints affecting bone growth. It is often associated with splenomegaly and enlarged lymph glands. 75-80 per cent of children affected with Still's disease undergo spontaneous remission.

Treatment General—rest, a well balanced diet, correction of any anaemia, vitamin supplements, immobilisation in the acute phase and warmth. The great risks are joint fixation and muscle wasting and therefore physiotherapy is always needed. Injection of hydrocortisone into the affected joint may produce relief but repeated use leads to destruction of the joint. Deformities may require surgery—synovectomy and insertion of plastic joints.

Drugs—treatment depends upon the severity, extent and progress of the disorder. *Soluble aspirin* is the first drug of choice taken in divided doses of 4 to 6g daily taken at meal times and at bed time. Other anti-inflammatory drugs include *indomethacin* (25mg daily increasing to 25mg three times daily with meals or 100mg suppository at night); *ibuprofen* (200 to 400mg three times daily with meals) and other related drugs eg *ketoprofen*, *naproxen* and

fenoprofen; *mefenamic acid* (0.5 to 1g daily, divided into doses with meals); and *phenylbutazone* (200 to 400mg daily in divided doses with meals, or as a 250mg suppository once or twice daily).

Warning—all oral preparations of these drugs should be taken with meals, they can all irritate the gastric mucosa and produce ulceration and bleeding. Any treatment is a balance between the desired anti-inflammatory effects and known risks. In addition to these common adverse effects phenylbutazone may produce blood dyscrasias, rashes and sodium and water retention.

Corticosteroids are very effective in relieving symptoms of rheumatoid arthritis but their withdrawal is usually followed by relapse. A low dose (eg prednisolone 5mg at night) may aid maintenance of joint function. These drugs do not correct or change the underlying process and their long term use is complicated by the adverse effect they produce.

Gold may be given along with aspirin or corticosteroids. A water soluble compound is used (eg sodium aurothiomalate) by intramuscular injection starting with a test dose of 10mg and then a total dose for the course of 1g, given in divided injections of 50mg weekly. Adverse effects from gold include skin rashes, blood dyscrasias and kidney damage. An early warning sign is itching of the skin; if this occurs gold should be discontinued for at least three months. The urine should be tested for protein before each injection and repeated blood counts should be carried out.

Chloroquine may be useful for some patients but long continued use may cause retinal damage, opacities of the cornea, liver damage, gastrointestinal symptoms, skin rashes and depigmentation of hair. High doses are used—120 to 900mg daily in divided doses.

Penicillamine may be useful in selected cases, starting with an oral dose of 250mg and increasing to a maximum daily dose of 1.5g. Adverse effects can be serious and include kidney damage, depression of the bone marrow and a systemic lupus erythematosus-like disorder.

You should learn about the commonly used drugs—aspirin, phenylbutazone, indomethacin, ibuprofen and prednisolone. Learn their effects, adverse effects and interactions.

Pesticide common names

The following draft common names for pesticides are being circulated for preliminary inquiry and to ascertain whether they would be acceptable as British Standard common names. Comments should be addressed to the committee secretary, Mr M. J. Pater, British Standards Institution, 2 Park Street, London W1A 2BS, before June 30.

Dichlobenz-methyl (methyl 2-[4-(2,4-dichlorobenzyl)=phenoxy]propionate); famoxacarb (1-isopropylcarbamoylethyl 3-chloro=phenylcarbamate); flamprop-isopropyl-levo or flamprop-levo-isopropyl or levo-flamprop-isopropyl (isopropyl (—)-2-N-(3-chloro-4-fluorophenyl) benzamido=propionate or isopropyl (—)-2-N-benzoyl-3-chloro-4-fluoro=anilino)propionate); mepiquat (1,1-dimethylpiperidinium ion).

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'A kiss for a plastic spoon'

pharmacist 'not drunk'

After hearing that a pharmacist had stolen a kiss as the price of a plastic medicine spoon and that he had been accused of being under the influence of alcohol while in charge of a pharmacy, the Pharmaceutical Society's Statutory Committee decided to take no action.

Mr James Morton Irvine, Dalbeattie Road, Dumfries, appeared before the Committee last week. Mr Josselyn Hill, representing the Society, said that in September last year Mrs Catherine McDonald, a policeman's wife of Bloomfield, Dumfries, went into Mr Irvine's pharmacy in the High Street, Dumfries, to buy a plastic spoon to feed her baby.

"She said Mr Irvine took hold of her by the arm and kissed her," said Mr Hill. "She noticed he smelled of drink." Mrs McDonald complained to the police. Mr Irvine was interviewed and police found he was under the influence of drink at a time when he was in sole charge of the dispensary.

In June, Mr Irvine had been convicted at Dumfries magistrates court of speeding and driving with excess alcohol in his blood. He had been fined a total of £70 and banned from driving for a year, added Mr Hill. A medical report from his doctor stated that Mr Irvine had suffered from alcoholism but since February he had been a total abstainer.

Mr Robert Mackay, a Society inspector, said that in a statement Mrs McDonald said she had gone into the shop for a plastic spoon. Mr Irvine had given her one, come round the counter, taken hold of her arms and kissed her on the cheek. When she had asked him how much the

spoon was he replied: "That's all I want."

Former woman police constable Katherine Pollock told the Committee that after Mrs McDonald complained she and another officer went to Mr Irvine's shop. They both felt "he was obviously under the influence of drink". When they arrived Mr Irvine appeared to be dispensing drugs; he was moving clumsily, seemed to have difficulty in focusing his eyes and smelled of alcohol.

Mr Irvine said he had not been drunk or under the influence of drink on the day of the incident involving Mrs McDonald. She had come in asking for a 5ml medicine spoon. When she asked how much it was he had just kissed her lightly on the cheek and said: "You are such a good looking wee lassie, that will do me."

He had no idea she would complain to the police. Perhaps he did not take life seriously enough, he said. On that particular day he was suffering from an infection in his eyes and they were sore and watery. That was why he appeared clumsy and had difficulty in focusing. He said he probably had some cider with his lunch and perhaps one whisky.

When the police called he was not making up prescriptions but had just filled a bottle with lime water for someone. On the day he was charged with speeding and driving with excess alcohol, it was his afternoon off so there was no question of his being in charge of the pharmacy. The club master of his golf club had been leaving on that day and had bought him two whiskies. Since February he had had only one alcoholic drink, he said.

Committee chairman, Sir Gordon Will-

mer, said that they were going to take an unusual course in this case and take no action against Mr Irvine. "But it is only right to remind you to heed this case as a warning that you should take the utmost care in future to keep away from any sort of suspicion you have started indulging in alcohol again," Sir Gordon said.

The Committee had taken this course not because it was satisfied there was no substance in what had been said but because of all the circumstances in the case. One of the allegations against Mr Irvine, the driving offence, had nothing to do with pharmacy.

The other involved an episode in his shop when he was said to have been guilty of rather forward conduct with Mrs McDonald and it was claimed by police witnesses that he was apparently under the influence of alcohol. "I know you deny that but we can't help feeling that there is some substance," added Sir Gordon. He said the Committee had taken into consideration that Mr Irvine had been brought down from Scotland to London to face the charges and that had caused Mr Irvine some anxiety.

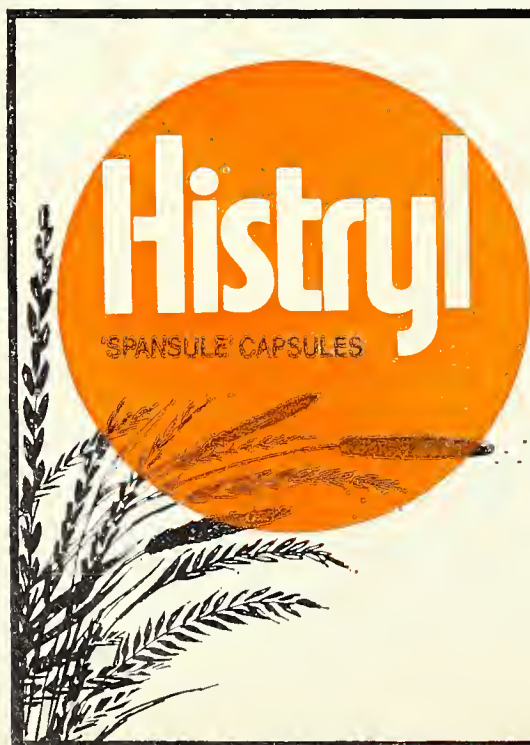
Reprimand after Drinamyl possession

After admitting that he had been taking up to 11 amphetamine tablets a day Mr James Henry Hoyle, Booth Road, Stacksteads, was reprimanded by the Committee.

Mr Hill said Mr Hoyle was fined £400 at Rawtenstall Magistrates Court last July after pleading guilty to the unlawful possession of 3,100 Drinamyl tablets and failing to record supplies of amphetamines in the Controlled Drugs register at his pharmacy.

Det Sgt James Oldcorn, of the drugs squad, said a Home Office inspector had checked the register at Mr Hoyle's pharmacy, Newchurch Road, Stacksteads, last May and found discrepancies. Mr Hoyle admitted ordering Drinamyl tablets for his own use and not recording them.

Sgt Oldcorn said that when asked about 3,100 tablets supplied to the pharmacy by a wholesaler but not recorded in the book, Mr Hoyle replied: "That would be about right. I will have taken them all myself."



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I was taking about 11 a day." Mr Hoyle told Sgt Oldcorn he had been taking the tablets for stress due to business worries arising from the transfer of two surgeries from Stacksteads to Bacup health centre.

Mr Hoyle said he did not feel that his ability to run a pharmacy was affected in any way whatsoever by taking the Drinamyl. He stopped taking it of his own volition in February last year; three months before the Home Office inspector's visit. Mr Hoyle said he had run his present pharmacy for the past 27 years, he was a founder-member of the local Round Table and had been organist and choir master of the local church for 20 years.

Sir Gordon said: "It is a sad state of affairs when one finds a pharmacist who has abused his position by taking potentially addictive drugs for himself." It was remarkable that after taking as many as 11 tablets a day, Mr Hoyle had been able to stop straightaway, he added. He had now not taken the drug for more than a year and there was no evidence that his ability to carry out his duties as a pharmacist had suffered when he was doing so, the Committee decided.

Fell down on obligations

A Finchley pharmacist fell down on his obligations as superintendent of a pharmacy in Hampstead where drug offences were committed, the Committee decided. They administered a reprimand to Mr Maurice Goldhill, of Chalgrove Gardens, Finchley, and his company, Goldhill (Chemists) Ltd, of which he is director and superintendent pharmacist. But they decided to take no action against the manager, Mr Morris Reich, of St Mary's Avenue, Finchley, who committed breaches of the Misuse of Drugs Act, 1971, at the company's shop in West End Lane, Hampstead.

Mr Reich was conditionally discharged for one year at a Hampstead court last September when he pleaded guilty to three offences of failing to enter Controlled Drugs in the register and three of failing to date prescriptions, and asked for 146 similar offences to be taken into consideration.

Last week the chairman said it was a busy pharmacy and work at times got on top of Mr Reich who could not get round to making up his records. The Committee shared Mr Goldhill's view that Mr Reich was a very dedicated pharmacist and an extremely conscientious man. They would take the same lenient view as the magistrates and take no action unless there was anything further against him during the remainder of his period of conditional discharge. But Sir Gordon said the Committee could not overlook the shortcomings in the superintendence of the pharmacy. In their view Mr Goldhill was "falling down on his obligations as superintendent".

Mr Reich told the Committee that he was the victim of his own zeal. It was his first managerial position and there were a few addicts with problems. Clinics asked him to take more addicts because they could not find pharmacies to dispense for them. A pharmacy did not have to accept addicts, he said, "but I did not have the heart to refuse them". He accepted the additional burden as a moral obligation. "I realise my mistake was accepting too

many addicts and shouldering a heavy burden which proved too much." Mr Reich assured the Committee that "the house has now been put in order".

A former Thornbury pharmacist, under a suspended sentence for theft, was warned by the Committee not to apply for restoration to the Register until the period of the suspended sentence had elapsed. He was Mr John Lionel Watkins, Hoyles Flats, Cleveleys, Blackpool, Lancs, formerly of Long Street, Wotton-under-Edge, Gloucester.

Mr Hill said Mr Watkins had pleaded guilty at Thornbury Magistrates Court in June last year to stealing £405 from D. Ivel Rees Ltd, while he was manager of their branch at High Street, Thornbury. He also admitted two charges of falsifying accounts to cover the theft.

Mr Watkins had been sentenced to six months' imprisonment, suspended for two years, and ordered to pay £400 compensation at the rate of £4 a week. Mr Hill said since that date Mr Watkins' name had in fact been removed from the Register because he had not paid his annual fee. He had now applied to have his name restored but was not at the hearing.

PC David Messenger of Avon Constabulary, told the Committee that in February last year the Thornbury branch of the National Westminster Bank had contacted the superintendent pharmacist of D. Ivel Rees to report a discrepancy in the weekly cash sheet. The officer had interviewed Mr Watkins who immediately admitted he had falsified entries to cover thefts.

Mr Watkins had failed to pay the compensation at £4 a week, and as a result a

warrant had been issued for his arrest. He appeared in court and the repayment was reduced to £1 a week.

Sir Gordon said if Mr Watkins wished to be restored to the Register he had to satisfy the Committee. He ordered that a transcript of the proceedings be sent to Mr Watkins with a letter making it clear that until Mr Watkins faced a hearing before the Committee nothing could be done to restore his name to the Register. The Committee was not likely to allow an application for restoration until the end of the suspension in June 1978.

A Wood Green pharmacist who financed his gambling from his employers' till pleaded for a chance to prove he had reformed. Mr Peter Kozary, who came to the UK as a refugee from Hungary in 1956, said he started gambling to ease his loneliness when his marriage broke up two years ago. He appeared before the Committee following a conviction for stealing £1,032 last year from the North London pharmacy where he worked.

Mr Kozary, of Commerce Road, Wood Green, was sentenced to six months' imprisonment suspended for two years, and the Committee decided to postpone their decision until after the expiration of this sentence. Sir Gordon Willmer said: "He claims he is now cured of the gambling disease. But it is very difficult for a man who has once had the disease to assure other people that he will not be infected by it again." However, it was a compelling reason why the Committee should defer its decision. If the Committee discovered he had resumed his gambling they would not be so merciful.

Convicted pharmacist 'disappears'

A former manager of Leicestershire Co-op's pharmacy at Thurmaston, convicted of stealing money from the till, could not be found, the Committee was told. All efforts to trace 36-year-old Mr Olayimika Somorin, who had lived at Vostock Close, Leicester, had been unsuccessful, said Mr Hill. The police were under the impression that he might have returned to his homeland, believed to be Nigeria.

Mr Somorin had been called before the Committee following his conviction at Leicester last August of stealing £333 from the Co-operative Society. He was fined £100 and ordered to pay £200 compensation and costs. He had pleaded not guilty.

Mr Hill said when Mr Somorin went on holiday last April he left in the till a cheque for £200 and an IOU for £133.24½ which were not met. The police did not find him until June. Sgt Thomas Mardon of Leicester said he had not seen Mr Somorin since his court appearance. When arrested in Birmingham Mr Somorin told him he had trouble with his common-law wife who had gone back to Nigeria, and he was trying to get money in order to follow her.

In a statement Mr Somorin said he had worked at the Thurmaston branch as pharmacist and manager for about one and a half years. He had been taking money out of the till for a number of weeks and when he found it was over £300 short he put in the post-dated cheque and IOU, hoping he would be

able to get money from somewhere to meet them. He got a better job in Birmingham, because he knew he could not pay any of the money.

After being told that Mr Somorin had not paid his registration fee, Sir Gordon ordered a transcript of the proceedings to be retained until his whereabouts was known. "If he does pay his fee his address will come to light," he added.

After hearing that a West Midlands pharmaceutical wholesaler had now put its house in order, the Committee decided to take no further action in a case concerning infringements of the positions rules.

Before the Committee were Mr Frederick Arthur Billington, of Bron Eirian, Dyffryn, Ardudury, Merionethshire, chairman of F. A. Billington (Langley) Ltd, of Langley House, Park Lane, Oldbury, and the company's superintendent pharmacist, Mr Richard John Buxton, of Fugelmere Close, Herborne, Birmingham. In 1975 the company was convicted of unlawfully selling preparations containing poisons to a Handsworth, Birmingham, sub-postmaster, and unlawfully selling Contac 400 capsules to Supersave (Wolverhampton) Ltd.

The case came before the Committee last year and was adjourned until last week when the Committee was told the companies had been reconstructed so that the Supersave Group was completely separate from the pharmacy group, and the incidents would not recur.

Sheffield: 1977 Conference city

by John and Julia Hatfield, MsPS, and W. F. Patterson, FPS

*"A Shefeld thwytel barz he in his hose,
Ronde was his face and camysed was his
nose."*

So run the lines of Chaucer describing the miller of Trumpington in the Reeve's Tale, the wittle—"thwytel"—being an all-purpose knife carried by commoners. Chaucer wrote the Canterbury Tales at the end of the 14th century and although there is little evidence that the Sheffield cutlery was of national importance at that time it was certainly in existence. Nowadays the name of Sheffield is known throughout the world as being synonymous with fine cutlery, tools and steel.

Surrounded by hills causing fast flowing rivers to rush down into the valley, Sheffield was ideally situated for the manufacture of cutlery. Raw materials were near at hand—iron ore, wood for charcoal, gritstone—and the power of the rivers was harnessed to serve the cutlers. Sheffield and cutlery became completely intertwined and no history of life in the town can be recorded without continual reference to the Company of Cutlers in Hallamshire—the powerful body governing the cutlery trade in and around Sheffield (ie Hallamshire) from early in the 17th century.

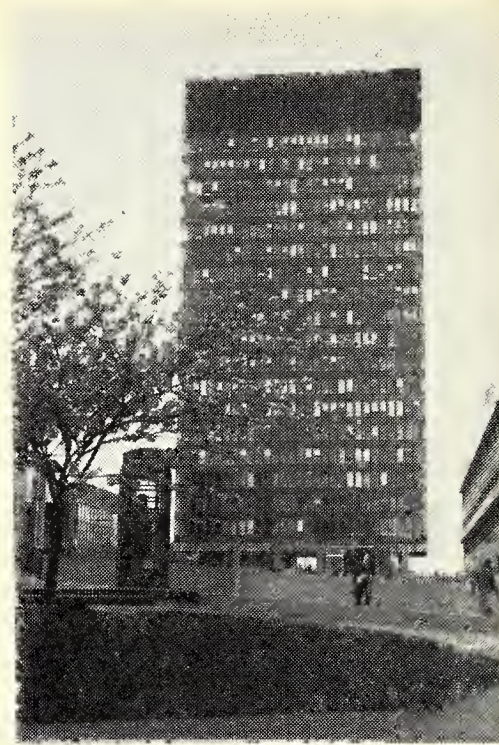
A Cutlers' Hall has stood on the same site since 1637, the present hall being built in 1832 with some more modern additions. This hall, the scene of the famous annual cutlers' feast, is the venue of our Conference banquet. It is interesting to note that the total cost of the first cutlers' feast was six shillings!

Opposite the Cutlers' Hall, in Church Street, stands the cathedral, dedicated to St Peter and St Paul. A place of worship has been sited here since Norman times, probably even earlier as a Saxon cross, now in the British Museum, was found here. The oldest part of the present

church dates back to the 15th century with a few stones from earlier churches incorporated in the walls. Many alterations and additions have since been carried out and in 1914 the diocese of Sheffield was created, giving the parish church the status of cathedral. The modern chapter house has scenes from Sheffield's history in its stained-glass windows.

On the outskirts of the city can be seen Beauchief Abbey. This church, together with a monastery, was built in 1170 by Robert Fitzranulph in the hope that he would be exonerated for the part he had played in the murder of Thomas a Becket. In another suburb, that of Dore, stands a monument to King Egbert of Wessex. It is inscribed "King Egbert of Wessex led his army to Dore in the year AD 829 against King Eanred of Northumbria by whose submission King Egbert became first overlord of all England".

Sheffield appears in the Domesday Book as Escafeld—the open space among woods by the River Sheaf—but the hamlet had been founded several centuries previously. The Manor passed through the possession of numerous Lords until, in the mid-15th century, it came, by marriage, into the family of the Earls of Shrewsbury. It was to the sixth Earl that Elizabeth I assigned the unenviable and exacting duty of supervising the captivity of Mary, Queen of Scots. He brought his prisoner and nearly fourteen years of British history to Sheffield in 1570. Most of the Scottish Queen's time was spent in Sheffield Castle (now the site of Castle Market), the Manor Lodge (part of which is at present being restored) or at Chatsworth House which belonged to the Earl's wife, Elizabeth—the celebrated Bess of Hardwick. Later, the Sheffield estates passed, again by marriage, to the Dukes of Norfolk whose family names are perpetuated in



Sheffield University Arts Tower, venue of the science sessions

the city by modern streets—Norfolk Street, Howard Street, Arundel Gate, etc.

Among the names of Sheffield's more famous sons is that of Sir Francis Chantrey, the sculptor. He settled in London where he was elected a member of the Royal Academy in 1818. On his death he was brought back to Sheffield and was buried at Norton, near to his birthplace. James Montgomery lived in Sheffield for most of his life. He published a local newspaper, the *Sheffield Iris*, and combined his talents in journalism with hymn and poetry writing. For the last twenty-five years of his life he was chairman of the board of governors of the Royal Infirmary.

Not surprisingly the city has produced men well-known in the steel and allied industries. In 1743, while repairing a knife handle, a Sheffield cutler, Thomas Boulsover, made a mistake which was to have an unimagined effect on the growth and prosperity of the town. The handle, composed of copper and silver, was slightly overheated resulting in the fusion of the two metals. Boulsover carried out further experiments and realised that copper and

Below left, Tapton Hall, Sheffield University, one of the British Pharmaceutical Conference halls of residence. Right, Cutlers' Hall in the city centre, where the Banquet will take place. The Conference is being held from September 11-16



silver, when fused together, could be treated as one metal which looked like silver but was much cheaper to produce. From small beginnings Boulsover's fused plate was manufactured on a commercial scale and a large silver industry grew up in Sheffield as new craftsmen flocked to the town. An assay office was set up and is now one of only three in England. The finest public collection of fused plate—better known as Old Sheffield Plate—can be seen in the Sheffield City Museum, Weston Park.

While Boulsover was working on his discovery, Benjamin Huntsman was trying to improve the temper of steel. A clock-maker from Doncaster, he had moved to Sheffield in about 1740 and carried out experiments to produce a finer steel suitable for his clock springs. He perfected his process by completely melting the steel in clay crucibles subjected to great heat by means of coke. Eventually this crucible steel revolutionised steel production throughout the industry.

Just over a century later Henry Bessemer developed a converter by means of which a multi-purpose steel could be produced on a large scale. Names such as Brown, Firth, Vickers, Hadfield, etc, immediately spring to mind as pioneers in the development of the modern steel industry of which Sheffield is justly proud. The name of Harry Brearley is perhaps not so well known, yet his discovery of "stainless steel" early this century completely changed the appearance of cutlery and steel.

Readers must by now be thinking that Sheffield is one vast steel works. This is not so, although of course the industry has its place in the city and without it Sheffield might still be nothing more than a small hamlet by the River Sheaf.

Horace Walpole, when passing through the town in the 18th century referred to Sheffield as "one of the foulest towns in England, in the most charming situation". More recently it has been described as "a



Abbeyle Industrial Hamlet, where some of the original steel manufacturing equipment has been renovated and can be seen in use. A half day visit is planned during the Conference week

dirty picture in a golden frame". In the past two decades Smoke Control Orders have changed the face of the city and Sheffield can now boast that it is one of the cleanest industrial cities in Europe. Parks and gardens are a prominent feature, and part of the Peak District National Park comes within the city boundary.

Before 1841 there was an association of Chemists and Druggists who met regularly in the rapidly growing town. Yet this is only the third time that the BP Conference has been held here. The last time was in 1904 and because of its industries it was avoided until now as a "mucky place" with few hotels.

Since local government reorganisation, Sheffield has a population of some 570,000 (living in an area of over 140 square miles), making it the fifth largest city in

the UK. The city and surrounding areas provide amenities to suit every taste. The University, which received its Charter in 1905, is a mixture of old and new buildings. Within its precincts ideal facilities are available for our Conference. All our venues are on the same side of the city as the University. We can offer real hospitality. Municipal and academic authorities are giving receptions; there are night clubs and the now famous Crucible Theatre. Accompanying members and delegates with time to spare are offered the choice of many excursions from factories to beauty spots in Derbyshire.

All in all, Sheffield has much to offer—if tha dun't believe us, cum an' see fo' thi sen.

□ This article contains extracts from "The Oldest Sheffield Plater" (copyright John and Julia Hatfield 1974).

The Conference motif

The committee felt that the design of the Conference motif should break away from the traditional pestle and mortar-carboy theme and signify pharmacy today.

A capsule motif was chosen as an example of a modern means of administering medicaments. Enclosed in the capsule is a knife symbolising the cutlery industry which, at the end of the 18th century, had become a Sheffield monopoly. Even today, despite foreign competition, the words "made in Sheffield" are still universally regarded as being synonymous with quality craftsmanship.

Sherwood green was chosen as the Conference colour because Sheffield belongs to the Sherwood region and also because Sheffield—despite its image as an industrial smoky city—is truly a city of trees, parks, gardens and clear air.



SHEFFIELD 1977

Travelling fellowship offer from Westons

Westons Chemists (UK) Ltd are financing a travelling fellowship for practising retail pharmacists.

The fellowship, worth £750, will be used for travel and the study of pharmaceutical community health care in a country other than the UK. Applicants, who must be pharmacists working in general practice, must submit: Biographical details; a short paper indicating the itinerary proposed with some estimation of costing and dates; a second submission giving brief details of the nature of the study proposed and the methodology; evidence that release from current employment will be available. Closing date is June 18, 1977.

The panel of judges will be appointed by Westons Chemists (UK) Ltd in liaison with Bradford University's pharmacy practice research unit and will consist of one nominee of the company, together with others familiar with pharmacy practice both in the UK and overseas. This year's panel is Mr B. McElroy, Weston's managing director, Mr J. C. Bloomfield, mem-

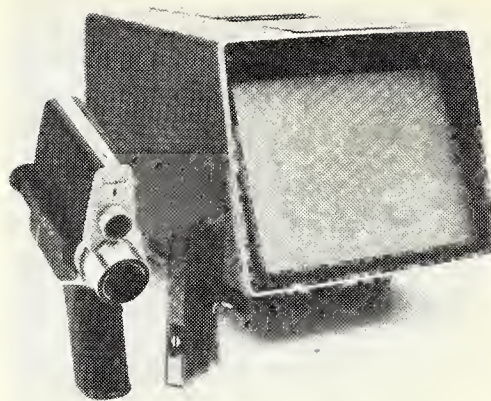
ber of the Pharmaceutical Society's Council, and Dr T. G. Booth, pharmacy practice research unit, Postgraduate School of Studies in Pharmacy, University of Bradford, Bradford BD7 1DP, West Yorks. Applications should be sent as soon as possible to Dr Booth.

International gathering in Edinburgh

Eleven European countries were represented at a reception given at the Society's house, Edinburgh, on May 10 when Mr J. Bannerman, the Pharmaceutical Society's president, welcomed the EEC Subcommittee on Pharmaceutical Questions.

The chairman and president of the subcommittee, Dr T. D. Whittet, was among the guests as well as members from Austria, Belgium, Denmark, France, the Federal Republic of Germany, Ireland, Italy, Luxembourg, Holland and Switzerland. The guests saw the traditional pharmacy in York Place and some of the herbals in the library. Mr C. Keogh, assistant principal, Department of Health, Ireland, thanked the Society for the hospitality given to delegates.

Company News



The Polavision instant movie system, unveiled at the recent Polaroid annual meeting in Massachusetts

Smith & Nephew's profit rises more than a quarter

Sales by Smith & Nephew Associated Companies Ltd in the first quarter of 1977 were £40.3m, an increase of 27 per cent over the £31.7m achieved in the corresponding period of 1976. The pre-tax profit was up 25.8 per cent at £3.7m, a result in line with the directors' forecast. In the UK there have been gains by the medical and textile divisions and by British Tissues Ltd. In the USA, losses on cosmetics were lower than a year ago.

Federated Chemical profit up more than 2.7 times

Group turnover of Federated Chemical Holdings Ltd in 1976 was £45.8m, and the pre-tax profit £2.9m. These figures include the results of Tioxide Group Ltd, which has been treated as an associate company from January 1, 1976. On this basis the pre-tax profit for 1975 was £1.1m compared with the £501,000 previously reported without the inclusion of Tioxide Group.

Boots to acquire Rucker Pharmacal of Louisiana

As announced briefly in *C&D* last week (p672), Boots Co Ltd have reached agreement with the board of Rucker Pharmacal Co Inc, of Shreveport, Louisiana, to acquire all this company's outstanding stock. The purchase, which is subject to approval by Rucker's stockholders, involves some \$25m in total.

Rucker manufacture and market prescription products, mainly in the southern states of the USA. In the year to June 30, 1976, net sales amounted to \$8.3m (\$7.06m in the previous year) and net earnings were \$1.52m (\$1.17m). Boots state that their objective is to establish a "corporate presence" in North America with particular reference to the marketing of pharmaceuticals.

Polavision instant movies

Polaroid have released further details of the Polavision instant movie system demonstrated for the first time at the annual meeting in Needham, Massachusetts (*C&D*, April 30, p616). The elements of the system include a movie camera, a cassette of special film and a Polavision player which has a 12in screen.

The film cassette, which is self-contained and measures $5\frac{1}{4} \times 2\frac{3}{4} \times \frac{1}{2}$ in, drops into the camera without any threading or spooling of the film. The zoom-lens camera is immediately ready to take pictures, either outdoors or indoors with a small attached light. The film lasts about three minutes, and the exposed cassette is

transferred to the player for development which takes about 90 seconds. The cassettes cannot be viewed on conventional projectors.

The film cassettes are being manufactured by Polaroid in the USA, and the camera and player by Eumig. No information is yet available from Polaroid about either price or marketing plans, but it has been estimated that the system will cost about \$500. Limited quantities are expected to be available on the market by the end of the year.

Bayer's first quarter sales 'not disappointing'

Sales during the first quarter of 1977 and the following weeks were "not disappointing", according to Professor Dr Herbert Gruenewald, chairman of Bayer AG, speaking at a Press conference in Leverkusen. The first quarter sales were 6.9 per cent above the corresponding period of 1976, slightly higher than anticipated. On a world-wide basis, sales rose by 1.3 per cent to DM5,306m.

MSD film wins gold award

Merck Sharp & Dohme have won a gold award at the British Sponsored Film Festival for their medical film, "Keep taking the tablets".

The 16mm colour film which lasts 15 minutes highlights the need for further investigation into drug defaulting by general practice patients. It is available for free loan to groups of pharmacists from Mr Len Rogers, Merck Sharp & Dohme Ltd, West Hill, Hoddesdon, Herts.

The film festival is organised by the British Industrial and Scientific Film Association. The MSD film was produced by Cygnat Guild Communications.

Briefly

Thomas McMullan & Co Ltd (pharmaceutical division) have moved to 2 Prince Regent Road, Castlereagh, Belfast BT5 6QX (telephone Belfast 52111, telex 747849).

BP Chemicals Ltd have completed at a cost of about £1m a new plant at their Hull factory bringing the production capacity for ethyl and isopropyl acetates up to 44,000 tonnes a year and the total esters production capacity to 54,000 tonnes a year. These materials are used, *inter alia*, in pharmaceutical manufacture.

Smith and Nephew Ltd have moved their northern distribution centre to a new 33,000 sq ft warehouse on the Trans-Pennine Trading Estate, Rochdale.

R. A. Jones Europak Ltd have appointed Soitra SpA, Via F. Argelati, 20143 Milan, as their agent in Italy for the non-food industries. Soitra specialise in pharmaceutical and cosmetic machinery.

Longmuir (London) Ltd have moved to 62 Queen's Road, Reading, Berks RG1 4BP (telephone: Reading (0734) 594941) in order to improve their distribution services for Parfums Jean Desprez.

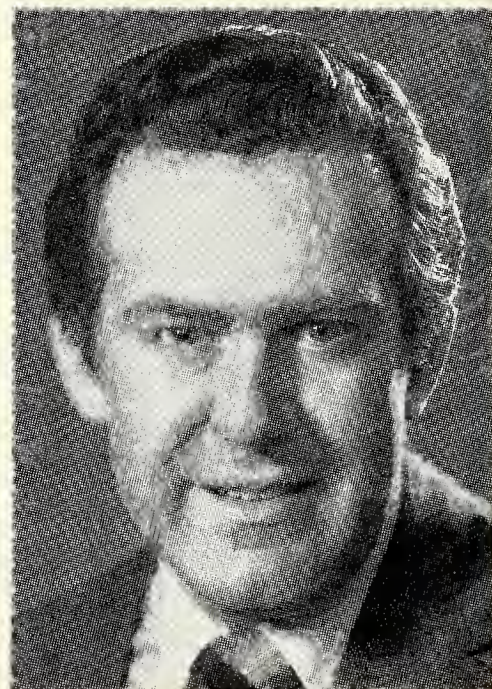
The Richard Ker & Son partnership, 38 George Street, Stranraer, has been dissolved by the retirement of Mr James Agnew, MPS, one of the partners. The pharmacy is being continued by Mr Edward McWhir, MPS, under the original name.

Appointments

Sweda International: Mr Dennis A. Bonnett has been appointed chief executive and managing director of Litton Business Systems Ltd with responsibility for the general management of the Sweda International organisation in the UK and Eire.

May & Baker Ltd: Following the retirement of the deputy managing director, Mr W. A. Gardiner, Mr F. G. Paddle is now administrative director and his former appointment as general manager of the fine chemicals and plastics division is assumed by Mr P. M. Penrice. In addition, Mr L. B. Heath, the financial controller, has joined the board.

Barclay & Sons Ltd: Mr Paul Fearon, MPS, MBIM, has been appointed assistant managing director with particular responsibility for the wholesaling division. Mr Fearon, who is based at Sheffield, qualified from Bradford University, and after a period in retail and then with Vestric in Leeds and Middlesbrough, joined Barclays as Leeds branch manager in 1971. He has since been successively north-west regional controller, western divisional director and sales and distribution director.



Mr Paul Fearon

EEC promise of help for small firms

The European Communities Commission will pay special attention to small and medium-sized businesses in the coming months.

Presenting the sixth report on competition policy recently, Mr Raymond Vouel, the Commissioner responsible, said it was more vital than ever to operate a firm and consistent competition policy if the economic and social difficulties facing the Community were to be overcome. There was a temptation to take the easy way out and seek to solve economic problems by national protectionism both against other Community countries and against the rest of the world, an approach which could be self-defeating.

Small and medium-sized firms made an important contribution to stimulating the economy but often came up against obstacles peculiar to their size, such as shortage of credit facilities and capital resources making it difficult for them to adapt to technological change. The report says that aid to small firms should help them stimulate competition, rather than

provide them with artificial protection. State aid could cover: Loans at preferential rates providing credits for investment; the setting up of specialised public-authority sponsored agencies to provide risk capital in the form of temporary share-holding; grants for research and development or the establishment of technology centres (to which firms would contribute financially) to undertake research in certain common fields; technical assistance with both commercial and management policies.

European Patent Office to open next year?

The report of the Comptroller-General of Patents, Designs and Trade Marks for 1976, issued last week, states that the trend of activity under the Patents Act 1949 has been downwards since 1969, particularly in 1974 and 1975. In 1976, however, there were some signs of this decline being halted. Compared with 1975, 1,161 more applications were filed (up 2.2 per cent) and 746 fewer complete specifications (down 1.8 per cent). The number of patents sealed rose by 7 per cent.

Of the 39,797 complete specifications accepted, 1,093 were for medicines and surgical products (872 in 1975), and 3,236 were for organic chemistry, the largest category (3,260). A total of 8,855 complete specifications accepted were from the UK, 11,204 from the USA and 6,462 from West Germany, these three countries contributing the largest numbers.

The year was fairly quiet in respect of major new departures. Among therapeutically active compounds, interest has been maintained in anti-microbial cephalosporins and vasodilatory prostaglandins. One rapidly developing area of interest is in protein chemistry and concerns the technique of immobilising enzymes on insoluble carriers, generally polymers, for use in immunology, diagnostic medicines and carbohydrate chemistry.

During 1976, preparations were completed for the introduction of patents legislation constituting the most radical change in the British patent system since the first Patent Act in 1852. The legislation is intended to modernise the domestic patent system and to pave the way for UK ratification of recent EEC legislation on patents.

A Patents Bill giving effect to the proposed changes, introduced in the House of Lords in December, has enabled the UK to ratify the European Patent Convention in time to become a founder member of the European Patent Organisation and should permit the new domestic code of law and procedure to operate from early 1978.

Staff of the UK Patent Office and other Government departments have played a full part in activities concerned with the opening of the European Patent Office, and it is likely that all the necessary work will be completed by spring 1977, and that the European Patent Office in Munich will start to receive applications in the spring of 1978. (*Patents, Designs and Trade Marks 1976, House of Commons Paper 318, HMSO, £1.00.*)

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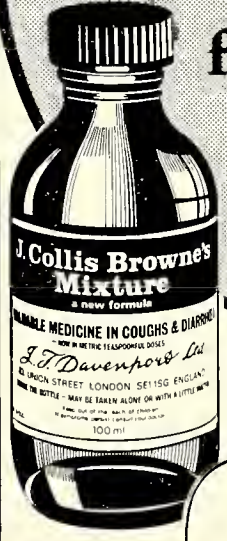
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Market News

A sulphonamide doubles

London, May 18: The price of phthalylsulphathiazole doubled during the week from £1.60 per kg in 50-kg lots to £3.56. Succinylsulphathiazole rose from £4.87 per kg to £5.32.

Price increases in crude drugs were largely a result of new crops being offered—cherry bark and lemon peel being notable examples. Ipecacuanha continues to be in short supply, as the new crop is not due until August, and the spot price increased by £1 a kg. Benzoin was up by £1 a cwt as a result of the "almonds" shortage in Singapore.

Pharmaceutical chemicals

Ammonium chloride: Pure in 50-kg lots £0.2344 kg for powder.
Cinchocaine: Base (5-kg lots) 73.18 kg; hydrochloride £69.89.
Clioquinol: USP XVII 500-kg lots £12.37 kg.
Homatropine: Hydrobromide £90.20 kg; methylbromide £102—both in ½ kg lots.
Hyoscymine: Sulphate, 100-g lots £160.60 kg.
Phenylephrine hydrochloride: From £80.00 kg according to quantity.
Phthalylsulphathiazole: 50-kg lots £3.56 kg.
Physostigmine: Salicylate £1.00 per g; sulphate £1.28 100-kg lots.
Pilocarpine: Hydrochloride £257 per kg; nitrate £253.
Succinylsulphathiazole: 50-kg lots £5.32 kg.
Sulphaquinoline: BVetC in 50-kg drums £8.05 kg; sodium salt £9.10.
Sulphamethizole: £8.26 kg in 1,000-kg lots.

Crude drugs

Aloes: Cape £1.45 kg spot; £1.42, cif. Curacao no spot; shipment £2.00 nominal; cif.
Balsams: (kg) **Canada:** £11.20 spot; £10.90, cif for shipment. **Copaiba:** BPC £1.95 on the spot; £1.85, cif. **Peru:** £6.25 spot; £6.15, cif. **Tolu:** £4.00 spot.
Benzoin: £94.00-£95.00 cwt spot; £94.00, cif.
Cascara: £1,000 metric ton spot nominal; new crop £950, cif.
Cherry bark: Spot £740 metric ton; £700, cif.
Gentian: Root £1.32 kg spot; £1.29, cif.
Hydrastis: (kg) £9.35 spot; £9.20, cif.
Ipecacuanha: (kg) Costa Rica £6.00 spot nominal.
Lemon peel: Unextracted £1,220 metric ton spot; shipment £1,170, cif.
Liquorice root: Chinese £400 metric ton, cif. Russian £350 spot; £340, cif. Block juice £1.60 per kg spot; £1.50, cif.
Menthol: (kg) Brazilian £10.00 spot and cif. Chinese from £10.60 in bond; £10.55, cif.
Witchhazel leaves: Spot £2.25 kg; £1.95, cif.

Essential oils

Citronella: Ceylon £1.30 kg spot; £1.37, cif. Chinese £2.40 spot; £2.45, cif.
Clove: Madagascar leaf, £2.70 kg spot; £2.70, cif. English distilled bud not offering.
Eucalyptus: Chinese £2.22 kg spot; £2.20, cif.
Lemongrass: Cochin £4.80 kg spot; £4.40, cif.
Lime: West Indian £10.50 kg spot.
Origanum: Spanish £14.50 kg spot for 70%.
Orange: Florida £0.95 kg; West Indian £1.00.
Palmarosa: No spot or cif offers.
Patchouli: £11.40 kg spot; £11.00, cif.
Pennyroyal: No offers.
Pepper: English-distilled ex-black £145 kg.
Peppermint: (kg) Arvensis—Brazilian £6.35 spot and cif. Chinese £6.15 spot; £6.20, cif. Piperata, American Far-West not offering.
Petitgrain: Spot and shipment £5.45 kg, cif.
Sandalwood: Mysore £105 kg; East Indian £95.00 kg spot—both nominal.
Spearmint: (kg) American Far West not offering. Chinese spot £12.50 kg; shipment £12.75, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.



Recording costs cut

A new data entry terminal for computer stock ordering systems that is claimed to be virtually half the price of previously-available models, has been announced by MSI Data International, Data House, St Ives Road, Maidenhead, Berks.

The terminal, the MSI/77 incorporates the latest solid state micro computer technology and comes in two modes—the 4,000 character version (using acoustic telephone transmission) selling at £600-700 and 8,000 character model (with modern interface) selling for £750-850. The 77 is expected to be suitable for use by volun-

Westminster report

Concession on VAT

The Government proposal that the threshold for compulsory registration for VAT should be raised from £5,000 to £7,500 (*C&D* last week, p673) has been approved by the Commons during the committee stage of the Finance Bill. An attempt by the Conservatives to have the level raised to £10,000 was unsuccessful.

The new rate will come into effect on October 1. It is expected that the loss of Government revenue will be between £5m and £10m. About 50,000 traders, mostly self-employed, will be eligible to apply for deregistration if they wish.

□ A Conservative amendment to the Finance Bill reducing the tax liability for people using company cars for private motoring was defeated by the Government in the Commons.

Appliance supply delay

Mr Alfred Morris, Minister of State, said this week he was anxious to eliminate any delays that could possibly be avoided in the supply of surgical appliances. Although the record of appliance contractors was a good one, the Department of Health was writing to health authorities

tary buying groups with the terminal rented to the retailer for about £4.50 per week, based on 50 outlets (chemist wholesalers are said to be showing an interest).

Product codes and quantities to be ordered are entered via the terminals onto a portable cassette recorder and the order is then transmitted via a telephone handset to the group's computer system. The stock can be picked at the warehouse and delivered the following day. The speed of the system is said to allow stock levels, out-of-stocks, reordering time and restocking time all to be reduced. The system is said to have been proved in the UK in Safeway, Macfisheries and United Builders Merchants amongst others. Larger versions (suitable for larger stores) have been in use in the USA for some time.

Coming events

Wednesday, May 25

West Metropolitan Branch, Pharmaceutical Society, Great Western Royal Hotel, Paddington Station, London W2, at 7.15 pm. Joint meeting with NPA, annual meeting and Dr M. Earles, Mr D. C. Harrod and Mr L. G. Matthews on "Pharmacy antiques".

Thursday, May 26

South West Metropolitan Branch, Pharmaceutical Society, Chelsea Physic Garden excursion. By advance application only to Mr P. J. Rogers, 674 4977 (evenings) when further details will be given.

Friday, May 27

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Park Lane, Croydon, at 8 pm. Dr P. Crome on "The work of Guy's Hospital poison unit".

Saturday, May 28

Harrow and Hillingdon Branch, Pharmaceutical Society, Grand Union Canal boat trip (£2.50), at 8 pm. Applications to Mr M. Garner-Patel, 60 Kingsfield Avenue, Harrow.

and suppliers asking them to do all they could to promote prompt delivery. "We are also asking them to arrange systematic processing of orders by hospitals, where this is not already being done, and calling for reports to my Department where local progress chasing is not successful," he added. These arrangements would be monitored as part of a programme of visits to hospitals and contractors by Departmental staff.

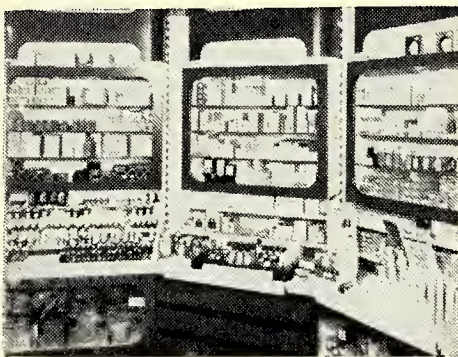
Patents Bill amendments

The Patents Bill was read a third time in the House of Lords this week. Two amendments were carried: To broaden the scope of the Bill to cover patents granted up to 14 years ago instead of the proposed 11 years ago, and to delete the provision that patents after 16 years be treated as endorsed under section 35 of the 1949 Act (Licences of right). The Bill now transfers to the House of Commons.

□ A suggestion of the EEC Health Commissioner on harmonisation of immunisation programmes, and compensation schemes for damaging side-effects from immunisation undertaken within the health services of EEC member states, is being considered by the Secretary of State for Social Services.

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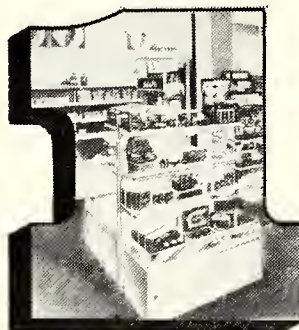
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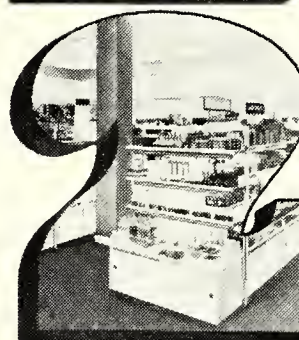
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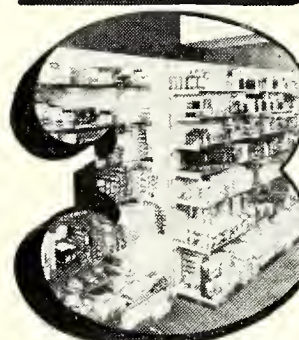
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LOCK-ON SYSTEM Introduced only a few years ago by "Interior Systems", this flexible modular system was an immediate success. It's been used in U.K. and abroad by some really big names—leading companies in the field of Store Management . . . and by a host of smaller retailers. They all discovered that it could provide a functional and attractive environment with individual features!



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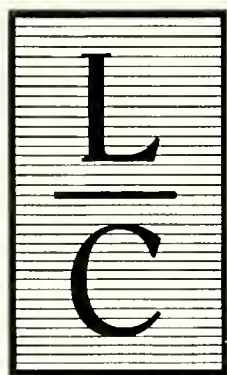
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